

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

JUNE 15, 1944

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AMERICAN NURSERYMAN

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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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JUNE 15, 1944

CONTENTS

Draft Soil-Saving Plan at Shenandoah.....	5		
By Hugh A. Steavenson			
Plants for Damp Situations.....	7		
By C. W. Wood			
More Reports on Spring Business.....	9		
Charlie Chestnut	11		
Editorial	4	—Del-Mar-Va Meeting	12
—What of Tomorrow.....	4	—Illinois Delegates	12
—Lumber Shortage Acute.....	4	Western Plant Board.....	13
Cut Container Quotas.....	4	Texas Coordinator	13
Relax Bag Control.....	4	Indianapolis Landscape Associa-	
Ammonium Nitrate	6	tion Meets	13
Crotalaria as Trap Crop.....	6	Chicago Visitors	13
Peach Crop Reduced.....	6	This Business of Ours.....	14
Iowa Notes	8	—Memorizing Plant Names.....	14
Money in Poison Oak.....	8	—The Practical Worker.....	14
Coming Events	12	To Make More Auto Tools.....	14
—Plan A. A. N. Program.....	12	Southwestern News	14
—Michigan Meeting	12	In Country's Service.....	15
		New Books and Bulletins.....	16
		—Principles of Land Use.....	16
		—Highway Short Course.....	16
		—Truck Driver's Manual.....	16
		—Bulletins Received	16
		Acer Rubrum	18
		Mid-May Frost at Boston.....	18
		Cankerworm Control	19
		Obituary	20
		—Herman J. Sandkuhle.....	20
		—Mrs. Laura Aldrich.....	20
		—Parker Thayer Barnes.....	20
		Western Tree Meeting.....	20
		Deadly for Nematodes.....	20

INDEX TO ADVERTISERS

Acorn Bag & Burlap Co.	24	Forest Nursery Co., Inc.	16	Moran, E. C.	22
American Bulb Co.	22	Foster Nursery Co.	18	Morse Co., A. E.	26
American Color & Chemical Co.	26	Gardner's Nurseries	15	Mount Arbor Nurseries.....	2
American Florist Supply	26	Harrison Bros. Nurseries.....	17	New Amsterdam Co.	26
American National Bag & Burlap Co.	26	Herbst Bros.	1	Pacific Coast Nursery.....	21
Andrews Nursery Co.	19	Hess' Nurseries	15	Peterson & Dering, Inc.	21
Ariens Co.	24	Hill Nursery Co., D.	28	Pontiac Nursery Co.	15
Atkins Sons, L.	26	Hobbs & Sons, C. M.	19	Portland Wholesale Nursery Co.	21
Bagatelle Nursery	17	Holton & Hunkel Co.	14	Princeton Nurseries	15
Bailey Nurseries, J. V.	19	Horstford, Wm. Crosby.....	15	Rich & Sons, Nursery	20
Bobbink & Atkins.....	15	Howard Rose Co.	21	Richardson, R. R.	20
Boxwood Gardens	17	Hydroponic Chemical Co.	26	Robinson, E. D.	16
Boyd Nursery Co.	17	Ilgenfritz' Sons Co., I. E.	19	Scarff's Sons, W. N.	19
Bryant's Nurseries	16	Jackson & Perkins Co.	15	Shepard Nurseries	17
Burr & Co., C. R.	15	Jones & Laughlin Supply Co.	13	Sherman Nursery Co.	17
Burton's Hill Top Nurseries.....	19	Kallay Bros. Co.	19	Sherwood Nursery Co.	20
California Nursery Co.	22	Kelly Bros. Nurseries, Inc.	15	Sisemore, Charles	24
Carpenter & Co., Geo. B.	25	Koster Nursery	16	Smith Corp., W. T.	17
Chase Co., Benjamin.....	25	LaBars' Rhododendron Nursery.....	17	Sneed Nursery Co.	19
Classified Ads	23	Lake's Shenandoah Nurseries.....	15	Storrs & Harrison Nurseries.....	19
Colby Pioneer Feat Co.	25	Leonard & Son, A. M.	25	Verhalen Nursery Co.	18
Crystal Soap & Chem. Co.	26	Lovett, Lester C.	15	Wagner, Curtis E.	18
Curtis Nurseries	17	McGill & Son, A.	21	Want Ads	22
Doty & Doerner, Inc.	21	McHutchison & Co.	25	Weller Nurseries Co.	17
Dow Chemical Co.	13	Meehan Co., Thos. B.	24	Westminster Nurseries	17
Dummett, Arthur	17	Milton Nursery Co.	21	Willis Nursery Co.	19
Evergreen Nursery Co.	15			Woodruff & Sons, Inc., F. H.	22
Fairview Evergreen Nurseries.....	19				
Felins Tying Machine Co.	25				

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AMERICAN NURSERYMAN

F. R. KILNER, Editor

Editorial

WHAT OF TOMORROW?

The early success of the invasion of continental Europe by the Allied armies has brought into the calculations of nurserymen the prospect of a partial conclusion of the war by the time another spring rolls around. What difference will that make in the demand for nursery products and in the buying habits of the public?

Probably the urgent demand for fruit trees and berry plants, fostered by the victory garden movement, will subside. How much the commercial orchardists will replace the home gardeners and farmers in this market is a question to be answered according to one's type of customers.

Ornamental plants, on the other hand, will be in considerably greater demand, particularly in landscape sizes. When this occurs, it will doubtless become more apparent that the supply of stock is nothing like what could be termed normal. Less stock has been lined out in the nurseries in the past two or three years, while small sizes have been in demand for mail-order and store trade. The stock that was intended for landscape purposes the past year or two has remained in the nursery and much of it is now overgrown.

With the shift in demand from food plants to ornamentals, what will be the change in the public's mode of buying?

Probably the greater part of the ornamental stock sold within the past two seasons has been moved by catalogue firms in the trade, mail-order houses, chain stores and department stores. Those firms which have handled merchandise properly and pleased their customers will undoubtedly retain them. The mail-order business has been generally satisfactory. The same cannot be said without qualification for the store trade, particularly where nursery stock was a makeshift item added when the war curtailed other lines of merchandise. Many such stores were not equipped to handle nursery stock; the outlets were temporary and received insufficient attention, and such avenues of disposal will be less prominent in the postwar era.

Replacing those outlets, and perhaps part of the mail-order business,

the retail nurserymen, either local dealers or landscape firms, will occupy a more prominent position than before. The public has money to spend and will put it out for expert home planting. The victory gardeners have learned that growing plants is hard work and will respect the landscape planter and his prices more than hitherto.

Although retail nurserymen of these types have seemingly been dormant, at least in part, their interest has continued—as testified by their subscriptions to the American Nurseryman—even while they have been in war work or in military service. In another season or two they will be of prime importance in the marketing of nursery stock. Most wholesale firms have realized this and kept in touch with their former customers. Their contact and good will will resume importance as the war's conclusion releases labor for planting operations.

LUMBER SHORTAGE ACUTE.

To his other problems of shipping, the nurseryman will find added next season the procurement of necessary box lumber. The situation is becoming more acute, rather than less, and anyone who has not given thought as to his next season's supply, or substitutes therefor, should lose no time.

At a recent meeting of lumber industry advisory committees at Washington it was found that lumber requirements for the third quarter of 1944 are estimated to be nearly 1,500,000,000 board feet greater than the probable supply. War Production Board officials reveal that the probable lumber supply in the third quarter of 1944 would be 9,217,000,000 board feet, whereas estimated requirements total 10,570,000,000 board feet.

Speaking before the container forum at the annual meeting of the National Association of Purchasing Agents, E. J. Detgen, director of the containers division of the War Production Board, said that nailed wooden boxes represented the greatest increase in demand of any type of containers. "Over-all demands have trebled within the past three years," he said. In 1941 some 5,500,000,000 board feet of lumber were used for boxing, crating and dunnage. In 1942 consumption

jumped to 9,500,000,000 and in 1943 to about 16,500,000,000 board feet. Estimates for this year indicate the total will be about 17,000,000,000 board feet.

The major problems are the shortage of lumber and manpower. There are sufficient facilities to step up production, but the shortage of lumber is the principal restricting factor. The military demands will keep climbing, no doubt, so long as activities in the European and other war theaters continue to increase. Hence the prospects for any real improvement in the situation as regards box lumber are not bright. Secondhand material and below-grade stock offer the chief relief for nurserymen, in addition to what lumber can be obtained from small mills.

CUT CONTAINER QUOTAS.

By amendment of fiber shipping container order L-317 the War Production Board ordered a reduction in carton use for the list of goods previously permitted quotas.

Among articles previously under quota, and now assigned a smaller quota, are cut flowers and potted plants. They are reduced to sixty per cent of base period carton use.

It is hoped by WPB that, by restricting quotas another fifteen per cent, it will be possible to permit all users of cartons to obtain a share. Under the previous quota system, many shippers were unable to buy cartons on account of the competition for the available quantity, it was said.

RELAX BAG CONTROL.

Though no benefit to nurserymen is yet indicated, the somewhat improved supply of burlap from India has caused the War Production Board to amend textile bag order M-221 to permit an increased use of burlap. The list of commodities which may be shipped in new burlap sacks has been extended to include fertilizer, refined sugar and meat tankage.

Users not permitted new textile bags under order M-221 must continue to rely upon secondhand bags. Since all burlap is imported from India, the future supply depends entirely on conditions there, which cannot be foreseen at present, said the War Production Board.

The Mirror of the Trade

Draft Soil-Saving Plan at Shenandoah

By Hugh A. Steavenson, U. S. Soil Conservation Service

The growth of the nursery and seed business at Shenandoah, Ia., from its inception seventy-four years ago to its present top-drawer volume unquestionably is a reflection of the soil quality as well as the spirit and enterprise of the men who pioneered the industry. Here again, as at Neosho, Mo., the axiom is borne out that long-time prosperity in the nursery business is based on proper soil conditions.

Shenandoah is located near the center of the Missouri river loess belt, a deep stretch of wind-blown soil fifty miles or so wide along either side of the Missouri river from about Yankton, S. D., to Boonville, Mo. In the recent thousands of years native prairie vegetation covered these loess deposits and charged the topsoil with black humus; thus when white man broke this ground a century ago he found a fabulous soil belt whose productivity was excelled nowhere in the world.

A combination of factors makes soil erosion a particularly pernicious and complex problem at Shenandoah. The topography of the uplands is decidedly rolling, with the slope commonly reaching eight or nine per cent. Loess soils, particularly when depleted of humus content by continuous clean tillage, are notoriously erodible. Summer rains of the mid-continent climate are of short duration, but are hard and dashing, which causes them to be powerful removers of topsoil on bared ground. Drought periods in western Iowa are not uncommon; so wind erosion is a genuine menace on overtilled soils barren of vegetation.

For years nursery soil maintenance around Shenandoah has included regular manuring, rest crops of red clover, wattle dams to check gully growth, green manuring with soybeans and Sudan grass and some seeding with autumn oats for winter soil protection. But the increase in erosion demonstrated that incidental measures were woefully inadequate. This situation was appreciated by Harold Welch, vice-president of the Mount Arbor Nurseries, who called on Tom Powell, Soil Conservation Service representative located at Shenandoah.

"Tom," Harold Welch said, "I want you and your boys to give us some assistance in developing an over-all land management and soil conservation program for the Mount

Arbor Nurseries. You needn't give me any song and dance about our needs for such a comprehensive program. We appreciate the importance of conserving and restoring our soils just as much as you. I have seen what the farmers in the Tarkio soil conservation project have accomplished. What we want is for your outfit to step in and help develop a program for all our ground—now."

Tom Powell's staff of engineers and agronomists, who are employed by the United States Soil Conservation Service but loaned to the local soil conservation district, were up to their ears running terraces and arranging cropping plans for Page county farmers, but Tom agreed to see that Harold Welch's request for assistance received prompt consideration by the local board. The local board gave Mr. Powell the green light. He called in some special assistance from the regional office to give his local men a hand, and within several weeks the Mount Arbor Nurseries had their soils program organized.

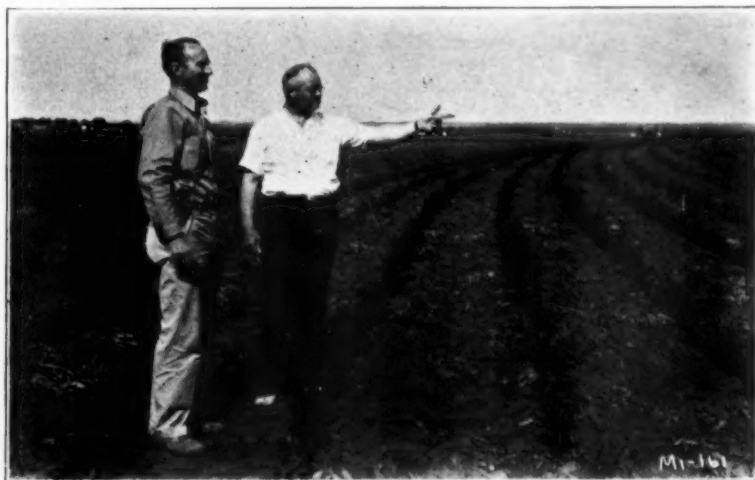
To the visitor the application of this program is attested by conservation practices already established on much of the ground—the gently curving contour rows; the nursery fields in sod crops of brome grass and alfalfa; the stubble-mulch harnessing topsoil through the fall, winter and early spring; the grassed waterways, turnrows and sod buffer strips; the drainage installations to dispose of

excess water, and the windbreaks to blunt the edge of midwest winds.

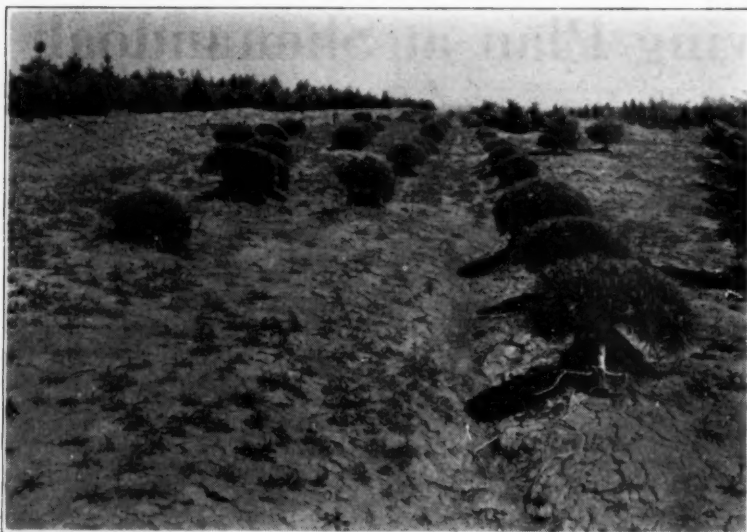
To begin with, soil conservation surveyors mapped the nursery farms, designating soil type, physical features, land use, degree of erosion and production capabilities. Then Mr. Powell's men went over the fields with the Mount Arbor men and discussed, on the ground, the features of land management that would be adaptable to the nursery production program and that would assure a high degree of erosion control and soil fertility maintenance. Following these discussions, a general land management and conservation plan was drafted and approved by the district commissioners. With this plan as a guide, rotations, treatments and applications were specified for each field. These written plans were supplemented with aerial photographic maps.

Then came the application of the program. Mr. Powell furnished one of his men to help lay out contour and terrace lines, to supervise construction of terraces (which, incidentally, were built by the simple plow method), waterways and drainage ditches, and to render technical assistance in establishing grass and cover-crop seedlings.

The next and last article of this series will tell the details of the Mount Arbor plan, including the rotations established, the green manure and sod crops used, the winter cover employed, contour tillage, use of



Joe Abrahamson, Soil Conservation Service technician and Harold Welch, vice-president of Mount Arbor Nurseries, examine a new planting on the contour. "These contour shrub rows will be like so many wicker dams," Harold Welch says.



The soil toll from up-and-down-hill cultivation often is not realized if no indicators are available. Hold your hand over the Mugho pine—no soil loss is evident. Now look at the position of the root crown of these trees.

windbreaks, food production crops during the war period and the livestock program to go along with the grass and legume sod crops.

AMMONIUM NITRATE.

Ammonium nitrate, new to most fruit growers, will be the cheapest form of commercial nitrogen available this spring for orchard application, declares Prof. R. C. Collison, soils specialist at the New York experiment station at Geneva.

Ammonium nitrate in the form of Cal-Nitro was first used by Professor Collison in orchard experiments in 1929 and has been included in different forms since then in comparison with other nitrogen carriers. The form now on the market is granulated and the granules are coated with a small amount of wax and then dusted with some clay product. As a result the product has good handling qualities and carries on the average of 32.5 per cent nitrogen.

On the basis of its nitrogen content, ammonium nitrate used at the rate of five pounds to the trees supplies the same amount of nitrogen as ten pounds of nitrate of soda or eight pounds of ammonium sulphate. At present price levels this will make ammonium nitrate the cheapest form of commercial nitrogen available.

CROTALARIA AS TRAP CROP.

Because it has proved a trap crop that not only captures but kills, *Crotalaria spectabilis* promises to have special value in the south where root knot caused by nematodes or eel-

worms is destructive. On the basis of experimental plantings in cooperation with the Georgia coastal plain experiment station, the United States Department of Agriculture is suggesting planting of this legume to get rid of the pest in southern gardens where root knot has injured crops.

Root knot is caused by nematodes living in the soil and invading roots to multiply. On some crops nematodes thrive and remain to attack crops that follow. A few crops, oats in particular, are immune. An oat

crop starves the nematodes. Another way to kill nematodes is to plant a trap crop—susceptible cowpeas, for example—and destroy it after the eelworms enter the roots, but before they have time to multiply.

Crotalaria spectabilis seems to combine good features of each of these methods. The nematodes can, and do, enter the roots, but they are unable to reproduce and soon die. Alternate cover cropping with oats in winter and *crotalaria* in summer has practically cleared nematodes from the soil in peach orchards, and *crotalaria* also gathers nitrogen for fertility. *Crotalaria* is a hot-weather crop.

PEACH CROP REDUCED.

The April 4-5 freeze seems to have reduced the southern peach crop by about 10,000,000 bushels. This, coupled with earlier freeze damage in Arkansas, Oklahoma and Texas, has reduced the coming peach crop in ten southern states to an estimated 9,200,000 bushels, against 20,800,000 in 1942, and compared with the 10-year average of 16,700,000 bushels. The 1943 crop in the ten southern states totaled 5,100,000 bushels, about half of the indicated 1944 crop. The freezes took about twenty per cent of the nation's expected peaches for fresh use. The estimates are based on the judgment of veteran growers in the southern states; they are tentative only, as complete injury and recovery cannot be determined until later in the growing season.



Brome grass. This perennial grass, in combination with alfalfa, is the soil-rejuvenator in the Mount Arbor rotation. Brome grass is excellent over much of the country, but care must be exercised to secure an adapted strain.

Plants for Damp Situations

By C. W. Wood

When it was suggested by a correspondent that space in one issue could be profitably devoted to plants for damp situations, I thought that the subject might be of too limited appeal to warrant the effort. But inquiry develops the fact that the problem of clothing damp places in an artistic way is quite general; so here is an attempt to answer some of the questions. Before proceeding to the task, however, let it be said that damp spots, rather than bogs, are being dealt with. The distinction may be less clear at first thought than it will be as we proceed, but it should be borne in mind, for some plants that do perfectly in damp soil cannot endure the conditions which prevail in a bog.

Commencing alphabetically, let us first consider *Acorus calamus*. It has an extensive literature, especially as to its distribution and uses, which would be interesting to go over if we had the space, but it will be necessary to confine ourselves to the task in hand. The type has, because of the inconspicuous flowers of the genus and its rather uninteresting foliage, nothing special to recommend it as an ornament. Its variety *variegatus*, with its long narrow leaves, striped yellow, bright in the early part of the year and fading to almost cream as summer wanes, is, however, one of the better plants for damp places. It is so accommodating, indeed, that it does not need a merely moist spot, but will be contented to grow in shallow water or even in the border if the soil is not too dry. It is a splendid thing, I think, for the damp spot, because it is colorful over so long a period.

The astilbes could easily occupy all our space and still leave much unsaid. They are for several reasons among the best of hardy plants and are especially valuable when one has a damp spot to contend with. They are not, because of the spreading habit of most kinds, good plants for small areas, but most gardens have a place for at least one. The choice kinds, speaking now of the hybrids, I shall leave to the reader, for descriptions of the named varieties together with their pictures are readily available in the catalogues. But I should like to say a few words about one of the lesser known species, *A. simplicifolia*. Instead of the compound leaves of ordinary kinds, *simplicifolia*'s are simple, though deeply lobed. That might

detract from the value of most astilbes, but it merely adds to the beauty of this one.

As type *simplicifolia* is rarely offered in this country, it may be omitted from these notes. Its variety *rosea* is a more effective garden plant, anyway, mainly because of its spikes of lovely pink flowers, which replace the white of the type. The latter might get up to ten inches in height in good soil, but *rosea* never exceeded six or seven inches here in northern Michigan. Incidentally, that height and the other good characteristics, including pretty glossy foliage, make it a splendid pot plant. There is another form of *rosea* in the trade known as Perry's variety (a hybrid, I believe), which would be even more valuable where a plant to fifteen inches in height is wanted. It has the added attraction of an extra-long blooming season, extending from July to or into September, if not allowed to get dry. Still another form of *simplicifolia* now available in this country is variety *salmonea*, with salmon-pink flowers on stems to ten inches in height. Propagation of astilbes is generally from divisions in early spring.

Of the several *caltha* species (ten, I believe) mentioned in the literature, only one, *C. palustris*, the marsh marigold of the central states, is seen in gardens. And it is all too rarely seen, except in nature. That is not as it should be, either, for it is one of the brightest plants of early spring, lighting up many a dark day with its bright yellow buttercups before many yellows have bestirred themselves. And it does not need the amount of moisture generally supposed necessary to make it happy. It is true that it often chooses running water or a bog for its home in nature, but I have grown it in leafy soil in shade in the garden with perfect satisfaction. For our present purpose, a slightly moist spot should bring out the plant's beauty. Perhaps it is best propagated from divisions in late fall.

The shooting star, *Dodecatheon meadia*, of eastern woodlands and not-too-dry prairies offers us another excellent inhabitant for moist places. Constant moisture is not necessary for its culture, but when moisture is deficient, shade is a necessary part of its continued well being in my light soil. A moist spot will, however, make it perfectly contented in full sun, and it is then that the full beauty

of its cyclamen-like flowers, carried in nodding umbels at the top of scapes to two feet in height, is displayed. The flower color is highly variable in our eastern plant, running all the way from white through lavender, rose, lilac and mauve to purple, always with a yellow circle in the center. When one gets a plant of many crowns, each producing a 2-foot scape bearing an umbel of upward of twenty flowers, he has something that would excite the interest of any gardener. It requires a soil rich in humus and is propagated from seeds sown in autumn or from divisions. Perhaps a word of caution about excess moisture is in order before closing the remarks on *dodecatheon*. It is true that the plant is best when moisture is present throughout its growing period, but observation of its natural habitats discloses the fact that it chooses spots that are well drained; so look to the drainage of its garden home.

At one period of my garden life I had a large collection of *epilobiums* (over 200 species are known to botanists) and found them a most interesting group, supplying material all the way from the minute creepers of alpine meadows to the rampagous fireweed, *E. angustifolium*, of the northern hemisphere. It would be useless to name many here, because few are generally available. In fact, when I was preparing these notes, I went over my current American catalogue file and found just four listed in seeds and plants in this country, none of which is a plant for general distribution, though all possess good points for special uses. For instance, the great willow herb, *Epilobium angustifolium*, is a good thing to cover spots where little else will grow. If such a spot is dry, the plant may not get over two feet tall, but it will give its usual showy flower production from June into August, when its stems are topped by racemes of rosy-magenta flowers. On the other hand, give it a damp situation, with which we are now concerned, and soil that is deep and rich, and it may get as high as eight feet. Another species offered in this country as *E. fleischeri* is one that I have grown under the label of *E. dodonaei*. It, too, is not a plant for general use, for it seems to need special care, such as a coarse light soil with moisture within reach of the roots. There in full sun it makes a lovely mat of leaves and has

pretty, deep pink flowers with brown sepals, large for a 6-inch plant, for a long time in summer. There is another alpine species, *E. obcordatum*, from high places in California, that can be made an exquisite thing. The conditions needed to make it an exquisite thing in my climate seem to be a moraine soil and constant moisture below—conditions which could be approximated in the damp spots we have been talking about. Then it makes a carpet of bluish leaves, lovely in themselves, and each leafy 4-inch stem ends in a cluster of quite large rose-colored flowers. The blooming season here lasted from early June into August, making the plant one of the better alpinists. The other available species found in the search of catalogues, *E. hectori*, I have not grown. It is said to be a 2-inch creeper with small starry, pure white flowers in late summer and is said to be of easy culture in constantly moist soil. That sounds like a good thing to answer our present quest.

Two native lobelias, *L. cardinalis* and *L. siphilitica*, are especially good for our purpose and, as neither is plentiful in gardens, despite their beauty, hardiness and desirability, they should be good items for the neighborhood grower who has customers with damp spots to clothe. It might be pointed out, too, that constant moisture is not needed by either plant. They may, therefore, be used in partly shaded borders in humus-filled soil and make splendid companions for other flowers of their season. I remember one planting of my younger days made up of the Japanese Anemone Whirlwind, whose semidouble, snow-white flowers in September and October coincided with the latter part of the lobelia season, making an exciting combination and carrying on the color display of that part of the garden until the end of the season. But that is beside our present inquiry, though it may be suggestive of other happy associations. Substitute deep blue flowers for the scarlet of *L. cardinalis*, when considering *L. siphilitica*, and that is all that is necessary from the gardener's standpoint.

All readily available lythrum (and they are more numerous than the average list would indicate) are good damp-soil plants, adding color to the difficult months of late summer. As the modern forms of *L. salicaria* were quite fully discussed in these columns last fall, it is not necessary to repeat that part now. May I, however, add a few words in praise of the Old World species, *L. virgatum*, which I find seldom used in gardens? It is, first of all, a more graceful plant than

L. salicaria, its grace having earned it the common name of wand lythrum. The color is also more vivid than most *salicaria* forms. In fact, a landscape architect of my acquaintance tells me that the wand lythrum is one of his favorite July and August bloomers when he has a spot to be planted which will be generally seen for a distance, its intense shade of rose-pink being especially attractive when used in painting the background of a picture. It is of the same general height as the well known *L. salicaria*.

The water forget-me-not, *Myosotis scorpioides semperflorens*, need not occupy much of our time, except to be entered as a matter of record and to caution growers to get the true long-time bloomer.

Neither will it be necessary to take space to recount the virtues of the cow parsnips, *heracleum*, for they were dwelt upon at length in the preceding issue of the American Nurseryman. They are splendid bold plants for damp places.

That gardener is fortunate who has extensive damp areas at his disposal, for he can enjoy several iris species at their best. We on dry soil can grow most of them in a way, but never as the superb specimens possible with moisture. Perhaps the most spectacular are the Japanese irises, which are properly classed as forms of *I. kaempferi* and have nothing to do with *I. laevigata*, according to the best authorities on the genus iris, contrary to the popular conception. I find, however, that the main difficulty in growing this iris is to supply it with the abundance of moisture that it requires during the growing season and still have it fairly dry during winter. That, I suspect, would be even more difficult on heavy soil. Other damp-soil irises include those wonderful Louisiana species which have received a bewildering lot of names at the hands of the "splitters"; *I. versicolor*; *I. pseudacorus*; the splendid *I. delavayi* (unfortunately on the tender side this far north), which may get as much as five feet tall in good soil that is constantly wet; the *sibirica* group, including *orientalis*, *chryso-graphes*, *wilsoni*, *forresti*, etc., though these do almost equally well in dry soil that is not too sterile.

When I look at the thirty to fifty or more buttercups in some European lists, I am overcome with chagrin that we are fortunate in this country if we have one. But I shall not take room to air that lament. It would be pleasant, though, to have some of these *ranunculi* for our moist spots.

We are more fortunate, however, when we come to *trollius*, for a sur-

vey of the catalogues shows five or six species and upward of a score of named varieties, the latter covering a wide range of shades in the yellow class, from the clear yellow of Canary Bird through the orange-yellow of His Majesty to deep orange of Orange Princess. Here we have showy material exactly suited to the damp conditions which are under consideration. And a wise selection of kinds would cover a long blooming period, some forms of *T. asiaticus* commencing to flower in late May or early June and the *T. ledebouri* kinds carrying it along into August. They also cover a considerable range in height, varying from the foot or slightly more of *T. asiaticus* (six inches if one can get *T. pumilus*) to the three feet or more of some *ledebouri* forms. The species are perhaps best grown from fall-sown seeds and the named kinds from divisions.

IOWA NOTES.

The Iowa Rose Society met at Iowa State College, Ames, June 13. The rose collection at Ames comprises between 250 and 300 varieties, in the charge of Prof. E. C. Volz, of the floriculture department. An inspection of shrubs at the horticultural farm was made under the guidance of T. J. Maney, head of the pomology subsection.

Dr. Carl J. Drake, state entomologist, has started an experiment in the use of parasites to control woolly aphis, a pest of apple, elm and other trees.

The following new members have recently been received by the Iowa Nurserymen's Association: E. O. Work, Evergreen Park Nursery, Clinton; George W. Kaiser, Wayside Nursery, Marion; L. W. Doty, Imperial Chemical Co., Shenandoah; Forrest Diehl, Des Moines; Walter J. Kuehn, Cedar Falls, and Ray V. Moss, Waterloo Bulb Farm, Waterloo.

MONEY IN POISON OAK.

An Oklahoma chemistry professor says there are fortunes in poison oak, if people will stop destroying the growth and cultivate it instead. A juice from the oak gives people a painful rash. Oxidized, however, the same juice makes a lacquer of high quality, which we now import from India. The berries make a wax which we formerly imported from Japan. The leaves yield tannin for the leather trade. Thus exploited, the poison oak's potential is estimated at \$5,000,000 a year.

More Reports on Spring Business

Foresee Shortages of Stock Resulting from Heavy Sales and Limited Plantings.

Reports from nursery firms farther north parallel those published in preceding issues in reference to the shortage of labor and the impossibility of filling all the orders developed by the strong public demand.

Attention to production of stock for another season, even at the expense of current business, is stressed by the majority, in the realization that stock will be increasingly short in succeeding seasons. Comments as to future prices reflect the moderation of the trade in raising quotations, despite mounting costs. To continue in business, there must be a return to the owner as well as to his employees, on the one hand, and there must be retained the good will of the public on the other.

Retail Prices Maintained.

Holding old customers' good will was the effort of LaBar's Rhododendron Nursery, Stroudsburg, Pa., as described by Frank S. LaBar:

"We were naturally harassed by a late spring and, needless to say, the ever-present handicap of much too little labor. Despite these conditions, we have been able to do a satisfactory volume and to care for our old customers.

"Even before the season was under way we realized the demand would exceed our abilities. Accordingly, we deemed it advisable to give first consideration to those who had been our customers for years in good and bad times. By following this policy and refusing to take on much new business, we were able to take good care of our established trade. We have been gratified by the kindly comments from many of our accounts. Later in the season we again started to shy away from business in order to do our own planting and transplanting, to the end that we should be in position to give service in the future.

"For the first time in the history of our business we have used women in several departments, and we have been well pleased with the results. At our West Virginia branch we were able to secure German war prisoners.

"The matter of future prices is still not determinable, but it will be our disposition to resist the urge to raise prices simply because it is a sellers' market and there is actually too much money floating around.

We well realize that nursery prices are frequently screwy and not at all linked to costs. However, we raised our prices last year to meet increased costs and this year included this notice with our wholesale list:

The high court of the land has defined good will as 'the disposition of the customer to return to the place where he has been well served.' For forty-four years we have tried to conduct our business in a manner to bring about the above results. In the furtherance of this good-will policy our stock is offered for spring 1944 at the same prices that prevailed in 1943. Good will is counted of more importance than any extra dollars that might accrue because of the prevailing conditions."

Larger Demand Ahead.

The unfavorable factors of weather and labor especially affected evergreen growers like the D. Hill Nursery Co., Dundee, Ill., but the current demand may even be exceeded another season, according to this statement:

"The filling of orders was carried on under the greatest of difficulties this spring. Our specialty has to be dug from the ground and cannot be carried in storage. This means that no activities can start until the frost is out of the ground, which this spring did not occur until about ten days later than normal. This was followed by a period of extremely wet weather, with only a day here and there when we could get into the fields to do a day's work. This moved all of the work back, so that many customers did not receive their trees until quite late.

"On the whole, there was little winter injury to evergreens, so that stock was in better than usual condition this spring.

"Our supply of extra labor was available in extremely limited amount this spring, which further handicapped our efforts. We were able, however, to obtain a number of prisoners of war, and while these men were not experienced in nursery work, they were of great assistance to us and made it possible for us to get our work completed. We are hopeful of continuing this source of labor throughout the summer and coming fall, which will be a great help in carrying on the nursery operations.

"In anticipation of the coming year's business, we have already some indications which point to

heavy buying. Although we have not yet made up any prices, we have already received a number of blanket orders from buyers in various parts of the country, who evidently anticipate a shortage of material and wish to have their needs covered.

"We feel that, so far as it is possible to foresee anything in the present upset world conditions, the nurseryman will experience a year of activity which will equal the year just past in volume of business, if not exceed it.

"We have not yet formed any conclusions with regard to the available supply of material in the hands of other growers, but in our own business we are very short of many items, the total supply available being somewhat less than the year past.

"Prices on the whole will be advanced to take up, in part, the greatly increased cost of operations. The general feeling among nurserymen, both wholesale and retail firms, which we have thus far contacted points toward an upward trend in prices, the conclusion being that it is better to handle a few orders with a little profit than to undertake a larger volume on a price range which does not permit any return above the cost of operation."

Good Season—But Next?

Spring business was beyond early expectations, but the outlook is less favorable, in the eyes of Miles W. Bryant, of Bryant's Nurseries, Princeton, Ill., whose observations follow:

"Conditions at Princeton were a repetition of those already reported—an exceptionally strong demand at good prices, about one-third of the labor that we really needed and almost continuous rains during April and May.

"Shipments amounted to a good percentage over an ordinary year's business and considerably over our pessimistic early estimate based on the amount of help available. We were fortunate in being able to start our digging earlier than usual and were able to take care of our orders for deciduous stock in good shape. Evergreens did not fare so well, and by the last of April we had to begin turning down all orders, only to have a lot of them come right back in the next mail.

"Although the decision as to how

we should divide our time between orders and field work was largely determined by the rains, we are beginning to feel quite definitely now that we were unfortunate in not being able to keep up much better on our planting and other field work, for we were extremely late in finishing our planting and starting our cultivating. Stands do not promise any too well, and lack of proper cultivation probably will affect adversely the amount of growth we shall get this coming summer. We had planned a much reduced planting of lining-out stock and are wondering now how seriously this reduction, in connection with poor stands of what we did plant, will affect the stock we have to sell two or three years from now.

"At the present time there is a great deal of interest in stock for shipment during the coming year—more, in fact, than we have ever seen before so early in the season. Everything seems to point to a continuing heavy demand, with supplies of most items probably even shorter than they were this year. Probable exceptions are some varieties of shrubs and particularly some types of evergreens and the larger sizes of shade trees—things which unfortunately require considerable labor to handle. With shortages still developing, and particularly with ever-mounting costs and with every probability that the labor situation will become more serious, coupled with the fact that we all shall undoubtedly be offered more business than we can properly take care of, it seems logical that we can look for somewhat higher prices next season. So far, I believe, there are few growers who are willing to put a price on their material."

Emphasis on Production.

Sales are so readily made that emphasis needs to be put on production now, to meet the current and postwar demand, says George C. White, of Bobbink & Atkins, East Rutherford, N. J. He writes:

"In common with practically all nurserymen, we have been exceptionally short of help, so much so that we have turned down a great deal of business for larger-sized stock, which would have taken too much manpower from our meager supply to dig and pack. Also because of the labor situation, we have considerably curtailed our landscape work and have concentrated on the sales of plants in small and medium sizes.

"It seems to us that there will be

a greatly increased shortage of a great many items of stock within the next year or so. For the past two or three years many growers have not had sufficient help to fill their orders and do the necessary cultivating, shearing and transplanting and also produce new material.

"At first blush some nurserymen were delighted with the relatively large profits which piled up in the cash drawer, but now the general opinion seems to be that, unless care is exercised, many will sell themselves out of business. While growers generally are not averse to paying their fair share of taxes, they are coming to realize that what has been happening is that they have been liquidating their inventory and paying large amounts in taxes, which amounts should have gone to produce stock for future sales.

"As to our own situation, we have, last year and this year too, planted sizable quantities of hybrid rhododendrons, hardy azaleas, andromedas, hemlocks, taxus and even arbor-vitae, as well as many other items.

"The old days, when it was a case of selling at any price, are definitely gone. It is now not so much a case of selling as having the merchandise to sell, the labor to dig and pack it and also the packing materials in which to ship it.

"The public has money in its pocket because of the shortage of other consumer goods, and gasoline rationing has made people stay at home. There has been a great upswing, consequently, not only in victory gardening, but ornamental gardening too.

"All this augurs well for the future of our industry, and every possible effort should be put forth by the nurserymen to have ample stock for the postwar demand for our products, which undoubtedly will come hand in hand with the postwar building program. A little less concentration on selling and more on production for future sales seems to be the order of the day. But it should be borne in mind that well planned general publicity and institutional advertising should be carried on, so that the names of concerns able to furnish nursery stock, both now and for the postwar demand, will be kept before possible buyers."

Expects Shortages.

Short supplies of stock for several years are expected by Charles H. Perkins, president of Jackson & Perkins Co., Newark, N. Y., in com-

menting on the current season, as follows:

"The shipping season just closed has been the most hectic we have ever experienced.

"Business was good throughout for most lines. There was a decided shortage of roses and fruits and that, together with the labor condition, made it difficult to operate.

"We relieved the labor shortage somewhat by using war prisoners, and insofar as these men could be used, generally in gangs, they helped out tremendously. They were generally satisfactory labor.

"Our volume this year is about equal to 1943. We could have increased it very considerably, but when it came to the question of filling orders or taking care of our nursery, we decided on the latter.

"It would seem to us that, with the curtailed plantings over the past three or four years, there would be a decided shortage next season in everything outside shade trees and evergreens, and prices should rule as high as, or some higher than, the past season's.

"We doubt that plantings are anywhere near up to normal, because of the shortage of labor, and we feel that there will be a short supply for the next five years even though the war should end this year."

Weather Worst Handicap.

Weather was a greater handicap to spring delivery than the labor shortage, reports Gordon Bailey, of J. V. Bailey Nurseries, St. Paul, Minn., who writes:

"We had a season somewhat above normal, but we experienced the worst weather that could be possible. This really curtailed our delivery more than a shortage of labor. Our labor supply was about the same as a year ago, but because of extremely bad weather in April and the first half of May, it was impossible for us to deliver anywhere near the normal amount of B&B evergreens.

"We found that the demand was especially good, and the limiting factor was getting the stock delivered.

"It has been very difficult to maintain our normal planting in recent years and we, therefore, cannot expect to have our normal supply of stock available in the next two or three years."

Fruit Stocks Down.

Comparing last fall and this spring with the fall of 1942 and the spring of 1943, G. Hale Harrison, manager

[Concluded on page 22.]



CHARLIE CHESTNUT

Real Estate Boom



Since the Glider plant was built over in Lake Park, right after the war started, there has been more than a little flurry in real estate here in Riverbend. Naturally with four thousand new hands which they claim is on the payroll, there is a big scramble to find some place to hole in, which aint too much like driving every night to Salt Lake or Denver. So, as we are only 20 miles away, anyone can see how it comes that anyplace at all here in Riverbend has been given a going over. Even old joints which has still got the old marble washstands in the bath room has been changing hands. In fact there has been the nearest thing to a boom going on in the village, that we have seen since the windmill factory was built along about 1900. There aint hardly a oldtimer in town who hasnt been nursing the secret idea that he might sell out at a whopping price.

Now the members can see the background of the situation and they should not be surprised when I tell them that Emil worked himself up to a fever heat with pipe dreams of cleaning up on his property. But he has cooled down now, in fact, at the present time any mention of selling real estate just gives him a shudder, for reasons which the members can understand after they read about his fling in real estate.

Emil was sitting at his desk one cold day last January. His hunting cap was pulled down over one ear and his pipe was out. He sat there with a puzzled look holding a letter in his hand, which he had been reading over several times.

"Here, Charlie," he says, handing me the letter, "what do you make out of this?"

It was a form letter which read as follows:

Dear Friend:

Now is the time to turn your real estate into cash! The home shortage in this vicinity is acute due to the influx of war workers. Right now while the market is active, let us have a description of your property and our representative will call and appraise it without obligation. One of your friends advises us that you are thinking of selling. Do not delay.

LAKE PARK REAL ESTATE CO.

"What gets me, Charlie, is the part where they say one of my friends

told them I was thinking of selling. Matter of fact, I been thinking about it, but I aint told anybody. You didnt mention it to anyone did you Charlie?"

"In the first place, Emil, you aint got nothing to sell except the nursery here and what would anybody want with that. If you sold that you would be out of business and furthermore how would I know you had any idea of selling out?" I says.

"I got my eye on a piece of land out east of town," says Emil, "if I can turn this place over at a big profit, I will go to work and start me a new nursery and build me a whole new set of buildings with a big storage. One of the members was telling me at the convention about a storage where a person can keep stuff over for two years if you have a lot of stuff left over. Then I want a set of two greenhouses, modern construction. I can get them 32 acres for only \$300.00 per acre. Lets see, thats \$9,600, new house \$4,000, new greenhouse \$3,000, new storage \$5,000, new—"

"Hold back there Emil, thats \$21,600 and you aint even built the barn yet or a corn crib or a tool shed or a office, if you keep on you will have a figure that would look like the national debt. So far as I know you still got the mortgage on this place and not over \$250 in cash. How did you figure on getting all the money to start off this imaginary nursery?" I says.

"I can see you aint been paying attention to the big deals which has been going on in town lately. That old place next to Reds filling station was sold the other day for \$3,500. According to my ideas that place wasnt worth over \$1200 for the top price. That was built about 1890. If it didnt have that brick veneer to hold it together, it would have fallen down years ago. According to that deal I shouldnt have no trouble to get \$25,000 for this place and another \$20,000 for the nursery stock. I'll start it off higher than that and come down a little. Thats the way to sell real-estate, you got to start high and then come down."

"I know people are crazy these days, Emil, but I dont believe they are that far gone. According to my way of figuring, you would do well

to get enough out of this outfit to pay off the mortgage of \$6,000 and so far as the nursery stock is concerned you might be able to slip that in on the deal, but most buyers would demand that the brush be cleaned off and burned up."

"Outside of that old row of soft maples along the railway track there aint a block of stuff in the whole nursery that aint A number one," says Emil.

"You mean to say that jungle where you got them Scotch Pine full of borers is anything but a liability. And what about that block of 6 to 7 foot honeysuckle that has stood there since the worlds fair? It would cost \$10 to dig one even if you could find a buyer," I says.

"If I was to take a notion to bid that stuff in on a camafrouge job, Charlie, it would be out of there in no time, but Im holding it waiting for prices to go up."

"While youre waiting you better look around for a second hand steam shovel which is the only way you could handle it," I says.

"Im going to go ahead and take an option on the 32 acres out east and when I get back Im going to make up a description of everything and send it to the real estate company." With that announcement Emil buttoned up his coat and started for town.

Next morning he showed me a 90 day option which he took on that farm property for which he paid \$25. That shows how the real estate business gets you if you just let your mind wander.

All that day he spent working over an elaborate listing of the nursery which he decided to call "a country estate" thinking that would add several thousand dollars to the asking price.

"Read this over, Charlie," he says to me when he had it all done. "Im going to mail it in right away," he said handing me that paper.

"Modern 7 room house with hot air furnace, cistern pump right in the kitchen, bath room and big porch clean around the front. Latest type construction greenhouse or conservatory, rock garden, corn crib, large barn fixed up for two horses, and a place that would be good for pigs,

[Continued on page 22.]

Coming Events

PLAN A. A. N. PROGRAM.

The committee appointed to make local arrangements for the meeting of the board of governors of the American Association of Nurserymen, consisting of W. A. Natorp, Cincinnati; Louis Hillenmeyer, Lexington, Ky., and Clarence Sieben-thaler, Dayton, O., recently met with the hotel officials and laid out a tentative arrangement of meetings.

The executive committee of the American Association of Nurserymen will begin sessions Saturday, July 8, and continue the two following days.

As noted in the preceding issue, meetings of affiliated organizations will be held on the mornings of the following days: Ornamental Growers' Association, July 9 and 10; All-America Rose Selections, July 9; National Association of Plant Patent Owners, July 10; Wholesale Fruit Tree Growers' Association, July 11; National Nurserymen's Protective Association, July 12.

Monday, July 10, at 8 p. m., there will be an informal open house, when the visitors will be guests of the Cincinnati Landscape Association and the Ohio Nurserymen's Association.

Registration of visitors will take place Tuesday, July 11, and the first business meeting of the board of governors will begin after luncheon, featured by a prominent speaker.

Other business sessions of the board of governors will be held following luncheons on Wednesday and Thursday, with an additional business meeting Thursday morning.

Wednesday evening, July 12, is scheduled a dinner meeting, and an outstanding speaker will be present.

The custom of holding a past presidents' banquet is being revived, and President Frank S. LaBar has already issued invitations to the twenty living past presidents of the association for the evening of July 11.

All the foregoing events are scheduled to be held at Netherland Plaza hotel, Cincinnati. Reservations for rooms should be made immediately, if that has not already been done. It is expected that there will be a large attendance of nurserymen.

The executive committee has decided that the meetings at Cincinnati will be open only to members of the American Association of Nurserymen, a policy followed for several years and then apparently overlooked. This action seems in order inasmuch as this year's meeting is scheduled as a business session of the board of governors, rather than a convention of members at large in the usual sense.

The complete program and the names of the principal speakers at the respective sessions will be announced in the next issue.

MICHIGAN MEETING.

The summer meeting of the Michigan Association of Nurserymen will be held Friday, August 4, at the Hotel Vincent, Benton Harbor, announces Harold E. Hunziker, secretary.

DEL-MAR-VA MEETING.

The Del-Mar-Va Peninsula Nurserymen's Association held a meeting for discussion of matters relating to retail catalogues for next fall and the following spring, at Philadelphia, June 14 and 15.

G. Hale Harrison, president of the association, commenting on the progress of the organization, states: "We have considerably more boosters for our salesmanship ideas and business practices among retail catalogue nurserymen throughout the United States than we have had since we started a few years ago. We have received numerous complimentary letters from those concerns which cooperated, as they are exceptionally well pleased with the unexpected excellent net cash profit results for fall, 1943, and spring, 1944."

ILLINOIS DELEGATES.

When the board of directors of the Illinois State Nurserymen's Association met at Chicago, June 2, representatives of the Illinois chapter were chosen for the A. A. N. board of governors' meeting at Cincinnati next month. Charles Fiore and W. J. Smart are holdover dele-

Last Call!

THE A. A. N. SPECIAL NUMBER

July 1, 1944 — Last forms close June 23

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gates, and Miles W. Bryant and Ernest Kruse were chosen to serve with them. Alternates are Elmer Palmgren, Arthur Schroeder, Richard P. Theidel and William B. Hagen.

WESTERN PLANT BOARD.

Richard P. White, executive secretary of the American Association of Nurserymen, went to Denver, Colo., for the meeting of the Western Plant Board, June 7 and 8.

Discussion of the oriental fruit moth quarantine in western states headlined the meeting, but no early amelioration is to be expected.

In addition to the regulatory officials of the western states, the meeting was attended by P. N. Annand and B. M. Gaddis, of the federal bureau of entomology and plant quarantines, and C. A. Boyer, Michigan, and L. M. Gates, Nebraska, representing the Central Plant Board.

TEXAS COORDINATOR.

When Texas nurserymen were recently presented a memorial tree planting program by Jac L. Gubbels, landscape architect of the state highway commission, he recommended that a trade representative be appointed through which further plans might be cleared with regard to the program fostered by the commission and the state planning board.

Ray Verhalen, of the Verhalen Nursery Co., Scottsville, Tex., has been appointed to this position by J. B. Baker, Jr., president of the Texas Association of Nurserymen. Mr. Verhalen will act as coordinator between nurserymen presenting ideas for carrying out the program and the offices of the state bodies.

INDIANAPOLIS LANDSCAPE ASSOCIATION MEETS.

The Indianapolis Landscape Association met at Holliday park, Indianapolis, Ind., May 8, with Scott McCoy as host for the evening. In spite of rain, short trips were made through the park, which is being developed as an arboretum as well as a place of beauty. The picnic supper was enjoyed by about forty persons.

At the business meeting a definite policy was determined with regard to qualifications for membership, of active, associate and honorary categories. Floyd Bass, Lloyd Pottenger and H. N. Engledow are the members of the membership committee. Floyd Bass was also elected historian.

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Alex Tuschinsky read the editorial from the American Nurseryman of May 1 touching on the remarks made by Governor Schricker in his Arbor day proclamation. The secretary and president were instructed to write a letter of approval and thanks to the governor.

Colored slides of scenes in Indiana were shown by Scott McCoy.

CHICAGO VISITORS.

Sure sign that the spring shipping season is over is the appearance in the lobby of the Hotel La Salle, Chicago, of nurserymen from other states. The movement of some may have been too quick to be observed, but visitors early in June included the following: Charles S. Burr and E. M. Bush, C. R. Burr Co., Manchester, Conn.; Lester C. Lovett, Milford, Del.; Clayton Bunting, Bunting's Nurseries, Selbyville, Del.; Ralph Perkins, Jackson & Perkins Co., Newark, N. Y.; Harold F. and George Welch and Carl Lumry, Mount Arbor Nurseries, Shenandoah, Ia.; David S. Lake, Shenandoah Nurseries, Shenandoah, Ia.; J. J. Pinney, Willis Nursery Co., Ottawa, Kan.; C. B. Miller, Milton Nursery Co., Milton, Ore.

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LATE DELIVERY.

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This Business of Ours

Reflections on the Progress and Problems of Nurserymen

By Ernest Hemming

MEMORIZING PLANT NAMES.

The girl in the office, who in these times of scarcity of labor is often called upon to take customers out in the nursery, asked me how she could learn to know the plants. To anyone employed in a nursery or where it is necessary to know them, it becomes a natural process, but slow.

From long experience I have found there is an efficient way for those who are really in earnest and will give their minds to gaining a speaking acquaintance with plants. Beginning with those that are growing near the office or house, or in other words the ones you see daily, aim to learn one plant a day. Fix your mind on one of these, ask someone who knows what it is and, if your memory is poor, write it down and check on your memory every time you see it. We shall assume the tree you see every time you go outdoors you have been told is a Norway maple, *Acer platanoides*; another tree near by you are told is a sugar maple, *Acer saccharinum*. What is the difference between them? It helps very much if you, having started with the maples, stick to that genus. Then every one you learn has a double action—you know what it is not.

There is a way to tell a Norway maple from a sugar maple when they are in leaf. If you break the leafstalk, the Norway maple has milky juice, while the sugar maple sap is watery. But when you really get acquainted with them, you can tell them by the bark, by the outline of branches as far as you can see them or even by the buds or seeds.

An interesting experience comes to mind along this line. The firm for which I was working sent me out on a business trip with instructions to call on an old customer while in the vicinity. The gentleman in question must have been suffering from indigestion; anyway, he did not receive me very cordially and began to berate nurserymen in general and tree agents in particular. Well, I was young at the time and resented being called a tree agent. I blurted out that I was not a tree agent and that I knew all the trees he had on his place. "All right, young man," he said, "I cannot go out with you, but there is a tree at the bottom of my yard; it is a native tree, as it was on the ground when I built the house.

It is the only large one, so you will readily see the one I mean. I shall be glad if you tell me the name."

When I caught sight of the tree I knew it was an oak, but of a kind I had never seen before, and I began to look for a way to leave the garden without going back to the house. Having a speaking acquaintance with most of the native oaks growing on the Atlantic seaboard, I began to go over in my mind the list of what it wasn't. I decided it was very near to the willow oak, yet in some respects it was like the scarlet oak. Reporting back to the house, I admitted that I did not know the species. I said I had never seen that kind of oak, but it looked like a willow oak or scarlet oak. The gentleman said, "Young man, I congratulate you. It is a natural hybrid between the two species." And, sure enough, it is recorded in Gray's Botany. Maybe I wasn't proud of myself! E. H.

THE PRACTICAL WORKER.

To the practical worker in the soil—it does not matter how old he is or how much experience he has had—there is always something new turning up, if his senses are alert, at least new to him. It may be only a trifle, but, after all, everything is made up of trifles.

Today I edged and tidied up the hardy chrysanthemum bed myself. The most natural thing for me to have done would be to have told one of the men to do it, but then I would have missed a real thrill. Although I have perhaps handled as many hardy chrysanthemums as the next man, having been a specialist of sorts along that line, foreman of the herbaceous department of the old Meehan Nurseries, at Germantown, Pa., etc., it was the first time I have ever seen

chrysanthemum seedlings come up around the old plants. Of course, there is no reason why they shouldn't, but if anyone had told me the double forms do seed themselves, without very special attention, I would have doubted it. In fact, I destroyed most of the seedlings before I realized what they were. I did, however, save a couple of dozen to prove to myself it happened.

The incident is not important in itself except that it goes to prove that the observation of a practical worker in our profession is the source of progress. Then along comes the scientist, who tells you how it happened. E. H.

TO MAKE MORE AUTO TOOLS.

With the need for rebuilding and reconditioning automotive vehicles, farm tractors and industrial engines of all types increasing at an accelerating pace, the War Production Board May 29 relaxed restrictions on the manufacture of many types of automotive maintenance equipment.

Restrictions on the manufacture of tire-changing tools, antifreeze testers, battery fillers and battery hydrometers, imposed by limitation order L-270, were removed by the amendments effective May 29.

SOUTHWESTERN NEWS.

Schurlein's, florist at Galena, Kan., has discontinued business.

Frank Donovan, eastern representative of A. McGill & Son, Fairview, Ore., after enjoying a spring vacation, has resumed his duties calling on the trade.

Mr. and Mrs. Ralph D. Barnhart, who operate a florists' and nursery business at Coldwater, Kan., are the parents of a daughter, born April 30. Mrs. Barnhart has been conducting the business alone since Ralph entered the navy several months ago. He is training at Farragut, Ida.

Les Akenhead, of C. W. Stuart & Co., Newark, N. Y., made a business trip to Alabama and Tennessee about the middle of May. Before

EVERGREENS

Complete assortment of all worth-while
Pyramidal and Spreading Evergreens.

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America's Leading Specialists in:—

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including the best named varieties of Mollis, Pontica and Rustica

Hybrid Rhododendrons

20 leading varieties

Dogwoods—pink and white**Ginkgos and Lindens****Vines**

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in varieties not obtainable elsewhere

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Media Hatfieldi

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JACKSON & PERKINS COMPANY

Newark, New York

Evergreens**Barberry****Privet**

Write for wholesale price list.

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Splendid Stock

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PRINCETON NURSERIES

of PRINCETON, N. J.

SUPERIOR**Hardy Ornamentals****NORTHERN COLLECTED EVERGREENS**

Hardy, well rooted. Abies balsamea, Thuja occidentalis, Taxus canadensis.

Priced per 1000. Cash.

3 to 6 ins. \$6.00 9 to 12 ins. \$18.00
6 to 9 ins. 10.00 12 to 18 ins. 25.00

Write for new list.

WILLIAM CROSBY HORSFORD, Charlotte, Vt.

returning to Newark he made a brief visit to the firm's western office, at St. Joseph, Mo.

IN COUNTRY'S SERVICE.

LIEUT. TOM HOBBS, son of Fred Hobbs, of C. M. Hobbs & Sons, Bridgeport, Ind., has moved from Little Rock, Ark., to Fort Sill, Okla.

SGT. ARTHUR PALMGREN, of Palmgren's Nurseries, Glenview, Ill., has seen plenty of activity lately in the petroleum transportation division of the army in Italy.

PVT. LAWRENCE STUM is recovering from an appendectomy in England. His wife, Mary L. Stum, is secretary-treasurer of the Indiana Association of Nurserymen.

MAX N. ENGLEDDOW, of Mid-Western Tree Experts, Indianapolis, Ind., is an apprentice seaman at the naval training station at Great Lakes, Ill.

PVT. ROBERT PALMER, son of E. B. Palmer, Indianapolis, Ind., landed in New Guinea in March, assigned to special service. Joseph Palmer is at Camp Gordon Johnston with the 169th Station hospital.

ENSIGN DORIS POTTENGER, stationed at Seattle, Wash., has just recovered from a broken ankle, the result of skiing in the mountains. She is the daughter of Lloyd Pottenger, Indianapolis, Ind.

SAILING in May, Second Lieut. David G. Hill is now with the army engineers in the south Pacific. Before entering the service he traveled for the D. Hill Nursery Co., Dundee, Ill. Aviation Cadet James P. Smart, son of W. J. Smart, is now at Randolph Field, Tex.

ALFRED L. FIORE, son of Charles Fiore, Prairie View, Ill., is now in New Guinea. His older brother, John Charles Fiore, after service in the Aleutians, is now in charge of an army warehouse at Sarasota, Fla., where he has the company of his wife and child.

ELWIN KRUSE, son of Ernest Kruse, of the Wheeling Nursery, Wheeling, Ill., received his wings as an army navigator last January and is in camp at Monroe, La. His older brother, Capt. Robert Kruse, field artillery, was in England at last report. June 6 Mr. and Mrs. Kruse went down to Bloomington, Ill., for the graduation of their daughter Eloise, whose college activities put her in the scholastic who's who.

LINING-OUT STOCK**CUTTINGS**

From 2 1/4-in. pots, \$12.00 per 100.

Ilex crenata bullata.
Juniperus depressa plumosa.
Juniperus hibernica.
Retinospora plumosa.
Retinospora plumosa aurea.
Retinospora plumosa aurea Gold Dust.
Taxus cuspidata.
Thuja occidentalis compacta.
Thuja occidentalis globosa.
Thuja occidentalis globosa novum.

GRAFTED STOCK

From 2 1/4-in. pots.

	10	100
Ilex opaca femina	\$3.00	\$27.50
Ilex opaca femina Clark	3.25	30.00
Ilex opaca femina Farage	3.25	30.00
Ilex opaca femina Hookstraw	3.25	30.00
Ilex opaca femina Joyce	3.25	30.00
Ilex opaca femina Howard	3.00	27.50
Ilex opaca maculata	3.00	27.50
Jun. chinensis sargentii	3.00	27.50
Jun. chinensis sargentii glauca	3.00	27.50
Jun. chinensis keteleeri	3.00	27.50
Thuja orientalis aurea nana	2.25	20.00

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Mountain View, N. J.

LAKE'S**SHENANDOAH NURSERIES**

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Wholesale growers of
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GENERAL NURSERY STOCK

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**SHRUBS, SHADE AND FLOWERING TREES
AND ROSES**

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PONTIAC NURSERIES

Romeo, Mich.

New Books and Bulletins

PRINCIPLES OF LAND USE.

When our forefathers cleared forests for their farm land and when the homestead laws put millions of acres of pasture land under the plow, they created problems for following generations. At that time little was known in a scientific way about the effects of man's so-called civilized progress on our natural resources. Perhaps what might have been known would have been rejected or neglected under the spur of necessity.

Today the various departments of our state and federal governments have by investigations, surveys, tests and studies developed a great amount of knowledge concerning the use of the land, with a view to its proper management on a long-term basis. Glimpses of this knowledge appear in a book of 274 pages, "Natural Principles of Land Use," by Edward H. Graham, chief of the biology division of the soil conservation service of the United States Department of Agriculture, just published by the Oxford University Press, at \$3.50.

This book is for popular reading and presents the value of biological principles and methods in their application to the management of farm land, forests, range and wild life. Perhaps to the individual owner of a few score or a few hundred acres, these principles seem too broad. But in the government's projects with regard to land use, these principles should be important.

For students of natural history there are many interesting observations with regard to plants and animals. For wider knowledge of our land problems the book is to be recommended.

HIGHWAY SHORT COURSE.

The proceedings of the fourth short course on highway development held at Ohio State University, March 10 and 11, 1944, have been made available in the form of seventy-three mimeographed pages of letterhead size, plus a number of appropriate illustrations. The topic of the short course this year was the complete highway, and discussion of that subject was undertaken from the point of view of the public from various angles, the engineer and the landscape architect, as well as the educational program involved. In all, eighteen talks were presented by different speakers, chiefly persons associated with government agencies hav-

ing to do with highway construction, engineering or beautification.

Copies of the mimeographed report may be obtained either from Charles R. Sutton, Department of Architecture and Landscape Architecture, Ohio State University, Columbus 10, O., or Dallas D. Dupre, Jr., Landscape Architect, Department of Highways, Columbus 15, O.

TRUCK DRIVER'S MANUAL.

As a part of its personalized service plan to help keep the trucks of the nation in efficient operating order for their vital wartime transportation job, the White Motor Co. offers a driver training program calculated to develop the cooperation and efficiency of drivers. Valuable training aids are supplied by the company as a part of the program. Nucleus piece of the group is a driver's manual which serves as a guide to the things a good driver should know.

The driver's manual is a stiff-covered, 158-page book, replete with sketches and pictures to tell the story of recommended driving practices in a practical, easily understood way. The suggestions to drivers are applicable regardless of the make of truck handled.

The manual put out by the White Motor Co. covers correct practices in all brackets of motor vehicle operation, with subjects arranged in natural sequence. Chapter titles are: "Correct Preparation," "Correct

Starting," "Correct Taking Off," "Correct Road Practices," "Correct Parking" and "Correct Care."

In addition to these chapters on the handling and care of trucks under various conditions, there is a reference data section, containing information of considerable value to drivers.

The book is compiled in such a manner that it can stand by itself as a driver's guide or be used as a textbook in driver courses. In the White driver training program the material found in the manual is suggested as study material. A second booklet, "Meetings for Drivers," details how the manual may be used and how other aids may be employed. One of these aids is a White-developed film, "Wheels Away," which dramatizes the handling of trucks and the importance of their job.

The driver's manual may be obtained from White branches and distributors at the nominal cost of 40 cents a copy.

BULLETINS RECEIVED.

"Pest Control in Commercial Fruit Plantings," circular 568 of the University of Illinois college of agriculture, presents in forty-four pages, with some illustrations, the latest recommendations with regard to insect and disease control in Illinois orchards, in accordance with the most recent investigations of state and federal agricultural agencies. The proper

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French Lilacs are a specialty with us. Check with us on your requirements for shipment during the Fall of 1944.

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Azaleas, Rhododendrons, Taxus, Junipers, Lilacs, Maples, Dogwood and other items in lining-out and smaller specimen sizes.

For complete line refer to issue of February 15 or March 1, 1944, or write for our price list.

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FRUITS—BERRIES—VINES
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EVERGREENS—In a large assortment of PYRAMIDAL ARBOR-VITAE, FITZGER JUNIPER and YEW in grades at attractive prices. SOME LARGE SPECIMEN EVERGREENS, SHRUBBERY, SHADE TREES, BARBERRY 3-yr. transplanted, both red and green in grades.

CALIFORNIA PRIVET, 2-yr. in grades.
APPLE, 11 to 16 ins. to 1½-inch caliper, 3 and 4-yr. budded trees, good assortment.

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HEMLOCK

Rhododendrons
Kalmia — Azaleas

Write for our list

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SOLD OUT

All Varieties and Sizes.

FRUIT TREES AND SMALL FRUITS

Listed in Double-page Advertisement
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We appreciate the numerous orders received and are happy that we could give quick, efficient shipping service.

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Old English BOXWOOD

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All slow-grown dense specimens. Red clay soil. Priced by height and spread. 18x12 ins. to 24x22 ins. in unlimited quantities. Also large specimens up to 5 ft. Write for price list.

BOXWOOD GARDENS

Mrs. R. P. Royer High Point, N. C.

ORNAMENTAL SHRUBS
SHADE TREES, VINES
FOREST TREE SEEDLINGS
LINING - OUT STOCK

BOYD NURSERY CO., McMinnville, Tenn.

sprays, spray schedules for different parts of the state and other pertinent information make this a compact reference booklet on the subject.

"The Pear Thrips in California," by Stanley F. Bailey, bulletin 687 of the California agricultural experiment station, Berkeley, covers thoroughly the history, distribution, injury, life cycle and control of this pest, in fifty-six pages, with a number of illustrations.

"Plant Succession on Burned Chaparral Lands in Northern California," by Arthur W. Sampson, bulletin 685 of the California agricultural experiment station, is primarily of interest to stockmen, but has some interesting information for those whose nature study embraces such plant life.

"Nematode-resistant Rootstocks for Deciduous Fruit Trees," by Leonard H. Day and Warren P. Tufts, circular 359 of the California agricultural experiment station, Berkeley, relates in sixteen pages the work which has been done on such rootstocks. The results have been chiefly in peach stocks, through the work of the United States Department of Agriculture.

THE public and the trade were invited to visit the Davis Peony Farms, Quinton, N. J., at the height of the blooming season, May 25 to June 5. The field contains 225 varieties of the choicest peonies.

LAWRENCE M. OLSON left his position as chief landscape architect of the Illinois highway department to join his father in the greenhouse business at Rockford, Ill. Alvin Gries has returned to the department from military service.

E. S. WELCH, president of Mount Arbor Nurseries, Shenandoah, Ia., left for an eastern trip June 5 after conferring at Chicago with other executives of the company who had been there for several days preceding. Pete Koontz, who had charge of the Chicago warehouse of the company this spring, accompanied him eastward.

THE Hillsdale Landscape Co., Indianapolis, Ind., was host to thousands of visitors Sunday, June 4, at its seventh annual rose festival. Alex Tuschinsky, proprietor, stated that there were 118 different varieties of roses, and approximately 10,000 persons attended the festival. State police assisted in directing traffic, and boy scouts acted as guides, in addition to selling war bonds from various booths scattered throughout the nursery.

RHODODENDRON HYBRIDS.
Grafted, hardy varieties only.

AZALEA KAEMPFERI HYBRIDS.
Named varieties; the hardiest of all Azaleas for landscape work.

KOSTER'S BLUE SPRUCE.
Perfectly shaped; transplanted.

EUROPEAN BEECH.
Fine specimen. Also fastigiata, pendula, Riversi.

LILACS.
The best collection of choice varieties.

FLOWERING JAPANESE CHERRIES. Three outstanding varieties.

CRAB APPLES.
Young, thrifty plants, selected varieties.

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Rhodos
BOTH NATIVE
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KALMIA AZALEAS
Hemlocks AND Pieris
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Nursery Stock at
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ARTHUR DUMMETT
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**Ornamental Trees, Shrubs
and Evergreens**
Write For Our Wholesale Trade List
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Only Boxwood proved hardy in Northern States for Twenty Years.
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Leading Perennials Growers
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Growers and Distributors of
ORNAMENTAL NURSERY STOCK
60 acres growing. Skaneateles, N. Y.

ACER RUBRUM.

Once rated by some as a tree of inferior quality, the red maple, *Acer rubrum*, has only recently gained the importance it deserves. Its medium size, good form and attractive foliage, flower and fruit make it worthy of a place among the satisfactory trees for street and lawn planting.

The native habitat of the red maple is more extensive than that of any other American maple with the exception of *Acer negundo*. It extends from Newfoundland to Florida, west to Minnesota, Iowa, Oklahoma and Texas. Because of this wide range of native habitat it is apparent that its adaptability is also great because of the variation of soil and environmental conditions it is bound to encounter over such a territory.

The habit of growth of this maple is pleasing. It is neither so formal as the Norway maple or sycamore maple or so informal as the sugar maple or silver maple. Supposedly, at maturity the red maple becomes as large as the sugar maple, but actually it is usually somewhat smaller. The common name, the red maple, exemplifies a characteristic of this species, red color, which is apparent the year around in one part or another of the plant. In spring the red flowers and fruits draw notice; in summer the red petioles and main veins of the leaf are interesting characteristics; in fall the red foliage color is among the most brilliant of that exhibited by any of our trees; in winter the red color is carried in the young twigs and buds.

Another interesting feature of the red maple is the nature and color of the bark. On old trunks the bark is dark gray and separates into rough shaggy plates. On young trees the bark of the trunk is of light gray color and is relatively uniform. The light gray color of the branches and the red color of the twigs give a delightful contrast.

The leaves of the red maple are slightly smaller than those of the sugar maple and usually more prominently 3-lobed, although some 5-lobed leaves are not uncommon. The leaves are dark green and usually lustrous above and glaucous beneath. Besides the brilliant red fall foliage color of this plant, some yellow colors also appear. The leaves can be distinguished from those of the silver maple by the V-shaped sinuses. Those of the silver maple are more U-shaped, with the upper part of the sinus tending to close.

As with many of the maples, the flowers are of two kinds. The yellow

staminate and the red pistillate flowers may occur on different plants or they may occur in separate clusters on the same plant. Bisexual flowers also occur. Flowering is mostly in April, before the leaves. The fruits ripen in May, the wings, bright red when young, spread at a narrow angle.

In its native habitat the red maple grows along streams and in low, swampy areas. Under such conditions it makes its largest growth. However, this does not mean that it must be given such conditions to make a successful growth. In fact, it must be named among the most satisfactory trees for planting in congested city districts. It is, of course, better in residential areas where it can be used as a street and lawn tree.

One clone of this species should be mentioned, the columnar red maple. This small, narrow, columnar tree is a good addition to the list of trees of this habit of growth.

Propagation of the species is by seeds, which germinate readily. The clone is propagated by budding or grafting.

L. C. C.

MID-MAY FROST AT BOSTON.

After unseasonably hot and dry weather in early May, killing frosts visited parts of Boston and Cape Cod on the nights of May 18, 19 and 20. Greatest damage was done to tender vegetable crops and to some fruit crops. Growth on some tender ornamental plants was injured,

and flower buds on such plants as azaleas were killed.

At the Arnold Arboretum it is reported that young shoots of many oak trees were either partly or entirely killed, depending on the situation in which the trees were growing. Young shoots of hybrid tea roses were killed right to the ground, but lilacs were not injured. Young shoots of some taxus species and varieties, about an inch long at this time of year, were killed in some sections of the Boston suburbs, whereas the young shoots of pine and spruce were not injured.

Wide variation was observed in the effects of the frosts, due to differences in elevation of the land, air drainage and wind currents. Plants at the Arnold Arboretum, as a whole, were said not to have suffered much.

Not since 1826, according to the records of the Boston weather bureau, had that area experienced such a hot and dry May. This year the month showed an excess heat over normal of 189 degrees and a total rainfall of only one-fourth inch.

Besides the destructive frosts during May, again on June 3, with the thermometer over 80, temperatures dropped suddenly at night, and a biting wind arose. In the Cape Cod cranberry bogs readings went to 28 and 32 degrees, with still no signs of the drought ending.

GOOD TEXAS-GROWN

Junipers — Arborvitae — Flowering Shrubs — Broad-leaved Evergreens — Hollies — Wistarias — Roses.

Cold resistance is inherent in the variety rather than in the locality where it may be grown.

VERHALEN NURSERY COMPANY

Scottsville, Texas
Wholesale Only

Wholesale Growers of SMALL FRUIT PLANTS

Grapes, Currants, Gooseberries, Raspberries—our specialty.
Limited supply of Hydrangea F. G. in 12 to 24-inch and 12 to 18-inch for spring shipment.
FOSTER NURSERY COMPANY, INC.
89 Orchard St., Fredonia, N. Y.

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Reliable Ohio sources of evergreens and roses for direct shipment to my customers.

CURTIS E. WAGNER

Landscape Designer
63 E. Cuyahoga Falls Ave., Akron, O.

"This set of charts has saved me many times its cost in the short time I have had it."

ESTIMATING CHARTS

By JOHN SURTEES

The new Ready Reckoner for Tree Balls, Tree Pits, Lawns, Hedges, Excavation, Topsoil, Humus, Manure, Areas, Weights, Carloads, Truckloads and much other information.

They Save Time. They Save Errors.

Over 200 sizes Tree Balls, 800 sizes Tree Pits, Truckloads, Carloads, Quantities, Weights, Areas. All figured out for immediate reference.

The Useful Ready Reckoner and Guide for Estimating

For Nurserymen, Landscape Architects and Contractors, Colleges, Highway and Park Departments.

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HOBBS OFFER:

ELM—MOUNTAIN ASH
BIRCH, Cut-leaf Weeping.
WHITE DOGWOOD—GINKGO
NORWAY and SOFT MAPLE
PIN, RED, BUR, WHITE OAK
LOMBARDY POPLAR
SWEET GUM—CRATAEGUS
THURLOW WILLOW—REDBUD
BARBERRY, Green and Red.
BEAUTY BUSH
PRIVET, Amur and Ibota.
EVERGREENS, up to 6 feet.

C. M. Hobbs & Sons, Inc.
BRIDGEPORT INDIANA
*Oldest and largest Nursery in Indiana.
Established 1875.*

Northern-grown Stock

Fruit Trees
Specimen Evergreens
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Evergreen Liners
Ornamental Shrubs
and Shade Trees

J. V. BAILEY NURSERIES
St. Paul 6, Minn.

WANTED TO CONTRACT

Apples Cherries
Pears Plums

to be budded this fall
and delivered to us in two years.

If interested, write to—

**STORRS & HARRISON
NURSERIES, INC.**
Painesville, Ohio



Wholesale growers of the best
Ornamental Evergreens,
Deciduous Trees,
Shrubs and Roses.

Write for our current trade list.

THE KALLAY BROTHERS CO.
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SMALL FRUIT PLANTS

Evergreens — Shrubs
Lining-out Stock

Send for Complete Trade List

W. N. SCARFF'S SONS
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BURTON'S

HEADQUARTERS FOR
EVERGREEN GRAFTS, TRANSPLANTED
EVERGREENS, SHRUB LINERS.
Write!
RARE ITEMS YOU DO NOT
FIND IN MOST LISTS!

HILLTOP NURSERIES
CASHTOWN, OHIO

CANKERWORM CONTROL.

For a number of years cankerworms have been present in many sections of Illinois in alarming numbers. Division of plant industry inspectors have been reporting almost complete defoliation of large blocks of nursery trees in several instances. Several successive annual defoliations will devitalize the trees, and when in a weakened condition such trees may become easy prey for other pests.

Two species of cankerworms are present in Illinois; namely, the fall cankerworm and the spring cankerworm. Aside from their slightly different life history, control of both species is the same. The difference between the two species lies in the time at which the moths appear and when the eggs are deposited.

The fall cankerworms emerge late in the fall and lay their eggs; consequently, the winter is passed in the egg stage. The spring cankerworm, on the other hand, passes the winter in the pupa, or resting stage, in the soil from one inch to four inches below the surface. The moths of this species begin emerging during warm periods in February and continue to emerge until the end of April. Upon emergence they crawl up the trunks of trees and deposit their eggs, which hatch in about a month. The small larvae or worms which hatch from these eggs are greenish or brown in color and when first hatched are rather difficult to see. However, they begin feeding immediately, and before long injury becomes apparent on infested trees. In nurseries, elm blocks especially should be watched during that time of year.

The most effective control consists of spraying the infested blocks of trees with lead arsenate at the rate of three pounds to 100 gallons of water.

Banding trees is of value on private premises, but this cannot be carried out economically under nursery conditions. Banding for fall cankerworms should be done late in fall and for spring cankerworms in February or March.—Bulletin of Illinois State Nurserymen's Association.

THE scurfy scale on euonymus can be controlled by spraying with a one or one and a half per cent solution of Elgetol. This should be applied just before the time for the leaves to fall, as it causes defoliation.

PAUL C. STARK, Louisiana, Mo., is one of nine growers and shippers recently appointed to the apple industry advisory committee, called to Washington to confer with representatives of OPA and WFA.

THANK YOU!

OUR thanks to our many customers for the business you gave us this season. It is greatly appreciated and we hope it will be our privilege to serve you again next season.

THE WILLIS NURSERY CO.
Progressive Nurserymen
Ottawa, Kansas

RED RASPBERRIES

Indian Summer — Latham — Sunrise
Newburgh — Chief.

Red Lake Currants**RED RHUBARBS**

MacDonald and Canada Red.

MAY DAY TREE

ANDREWS NURSERY CO.
FAIRBAULT, MINN.

See our half-page advertisement of

Juniper Glauca Hetzi

New Spreading Evergreen

in April 1 issue.

**FAIRVIEW EVERGREEN
NURSERIES**

Fairview, Pa.

**WANTED
BLUE SPRUCE**

For fall delivery

Sizes 2 to 6 ft.

ILGENFRITZ

Monroe, Mich.

Book orders early.

SPECIMEN EVERGREENS

SNEED NURSERY COMPANY

P. O. Box 798

Oklahoma City, Okla.

OBITUARY

Herman J. Sandkuhle.

Herman J. Sandkuhle, Oakland, Cal., died May 26, after having been seriously ill for several months and critically ill for six weeks before his death. Burial was at Oakland, May 29, and the funeral was attended by almost every nurseryman in the bay cities area.

Mr. Sandkuhle started in the nursery business in 1906 at Oakland, with the late Emil Carlson, and he had been considered a leader in the trade ever since. In 1924 the partnership was incorporated, with Mr. Sandkuhle serving as president until the time of his death. In addition to the large retail nursery at Oakland, the firm owned and operated a large growing nursery and greenhouses at Danville, about twenty miles from Oakland.

At one time president of the Central California Nurserymen's Association, Mr. Sandkuhle was a regular attendant at the organization's meetings until his health failed.

Survivors include his widow, Juliette Sandkuhle; a son, Henry, in the army, and two daughters.

W. B. B.

Mrs. Laura Aldrich.

Mrs. Laura Aldrich, aged 59, who lived at Farmington, Mich., for many years, but recently at Clyde, Mich., where she owned an 80-acre farm and grew ornamental stock, died May 27 at Mount Carmel hospital, Detroit.

Although she had not been in good health for many years, she was not taken seriously ill until two days before her death. Surviving are three daughters, Stella, Thelma and Mary, and three sons, Roy, Edwin and Harold. All her children live in the vicinity except Harold, who is with the Fifth army in Italy. Also surviving are twelve grandchildren.

The business will be continued by the son Roy.

Parker Thayer Barnes.

Parker T. Barnes, for several years connected with the Pennsylvania department of agriculture, died May 31 at his home, a few miles east of Harrisburg, Pa. At one time Mr. Barnes was on the editorial staff of a gardening and home publication; he later was connected with a Harrisburg advertising agency. For the past decade he had operated a garden truck farm near Harrisburg. His

widow and two brothers are the nearest survivors.

E. F. R.

WESTERN TREE MEETING.

Plans for a more beautiful post-war southern California were discussed at the recent annual meeting of the western chapter of the National Shade Tree Conference, which met with the California Association of Park Administrators, at the Huntington library, San Marino. The conference was headed by Prof. Pierre A. Miller, of the University of California at Los Angeles.

F. W. Roewekamp, Los Angeles city forester, told the conference that one of the major postwar programs will be to provide additional park and recreation facilities for the increased population. "Existing parks," he said, "are suffering from lack of expert attention due to manpower shortage." Park superintendents were present from Riverside, Long Beach, Los Angeles and Santa Ana. Also present were P. B. Gruendyke, of the Los Angeles county park department; E. S. Whitaker, of the California division of highways, and Maunsell Van Rensselaer, director of the Santa Barbara Botanic Garden, who gave an address.

DEADLY FOR NEMATODES.

Control of the microscopic, soil-sheltered nematodes parasitic on the underground parts of plants—particularly of the nematodes causing root diseases—seems nearer as a result of United States Department of

Nursery Plant LABELS • MARKERS • TAGS

● THE RICHARDSON LINE ●

R. R. RICHARDSON, 3314 W. Washington Blvd.
Los Angeles 16, Calif.

Started 1933—Still going in spite of depression, war, etc.

WOOD, PLAIN - PAINTED - PRINTED

THE PRICES BELOW ARE DELIVERED in Arizona, California, Colorado, Idaho, Kansas, Nevada, New Mexico, Oklahoma, Oregon, Texas, Utah and Washington. SATISFACTION GUARANTEED.

POT LABELS

WITH VARIETIES and YOUR NAME printed on front. (Can YOU afford to hand-print or write varieties at \$1.50 per 1000—not mentioning YOUR NAME ON EVERY LABEL?)

ANY NAME in multiples of 200, 300 or more of a name on 4, 5 or 6-in. plain POT LABELS, 10,000 to 50,000, per 1000, \$3.50; 100,000 to 250,000, per 1000, \$3.75—delivered.

WOOD TREE LABELS—IRON WIRE

3 1/2 ins. long, 5/8 in. wide, PAINTED FRONT, YOUR NAME PRINTED ON BACK, 10,000 to 25,000, per 1000, \$3.75—delivered.

VARIETIES ONLY—printed on PLAIN labels, IRON WIRE in multiples of 200, 300 or more of a name, 10,000 to 25,000, per 1000, \$3.50—delivered.

VARIETIES PRINTED ON FRONT—Your Name on back—PLAIN LABELS, IRON WIRE, varieties in multiples of 200, 300 or more of a name, 10,000 to 25,000, per 1000, \$4.00—delivered; 50,000 to 100,000, per 1000, \$3.75—delivered.

TERMS: 5 per cent discount for pay with order, net 30 days.



SHERWOOD NURSERY CO.

EVERGREENS - Propagators & Growers
141 S. E. 65th Ave., PORTLAND, ORE.

KINNIKINNICK

¶ (Arctostaphylos uva-ursi)
uva, grape; ursi, bear.

Have you ever seen this low-growing evergreen trailing over rocks or logs? Or gracefully falling over banks or walls? To see it is to admire and appreciate its splendid beauty and efficiency as a ground cover. Withstands the cold and thrives in a wide range of latitude and altitude. Has delicate, flesh-tinted, bell-like flowers, abundance of red berries, small, rounded, glossy leaves and thick foliage. The trailing, woody stems may reach a length of several feet, or it may be kept in closer bounds by pruning. Among other uses, it is finding much favor as a cover for steep terraces.

Headquarters for . . .

Fruit and Shade trees with vigorous roots and sturdy stems.
Flowering trees, Weeping trees.
Shrubs, Roses, Small fruits.

Catalogue on request

RICH & SONS NURSERY

Route 4

Hillsboro, Oregon

Agriculture tests of a new fumigant, a by-product of petroleum. It is a mixture of dichloropropylene and dichloropropane—abbreviated to DD

as a common name. In Hawaii, pineapple planters have used it to control nematode pests.

Trials at the plant industry station at Beltsville, Md., at other field stations and in cooperative tests at several state experiment stations show that DD is highly effective on the common root knot nematode when soil conditions are favorable. The cost for the mixture—which works best in its crude form—is much less than for the best chemical previously used for this purpose, the tear gas, chloropicrin. Tests show it may produce equal or better results, that it is noninflammable, not too obnoxious, easy to apply and not dangerous except that it irritates the skin unless washed off soon.

The best of the familiar soil fumigants—carbon disulphide, methyl bromide mixtures, chloropicrin and others—cost from \$80 to several hundred dollars an acre for treatments, making them too expensive except for greenhouse crops. It seems probable that the lower cost of DD will make it practical for many other crops.

The DD liquid is applied in holes driven into the soil, or as an emulsion sprinkled on the surface.

OWEN BRISTOW, superintendent of parks at San Bernardino, Cal., for the past seven years, resigned recently after purchasing the Twin Cypress Nurseries, 741 East Base Line, from William De Haan. Mr. De Haan is moving to San Diego county, where he has established a business in a beach location south of Oceanside.

RETURNED recently from a two weeks' selling trip in California, A. H. Steinmetz, of the Portland Wholesale Nursery Co., Portland, Ore., reports practically all his customers optimistic over the prospective demand for next season and anxious to place orders early. He will go east to attend the A. A. N. convention at Cincinnati next month.

C. BERT MILLER, of the Milton Nursery Co., Milton, Ore., made an 11-hour airplane ride to Chicago, June 5, to start his annual sales trip in the east. He will go as far as Boston and return to Cincinnati for the A. A. N. convention, where he will be joined by Mrs. Miller. The firm's customers from Chicago west will receive a call this year from Erwin S. Fowler, who is now starting eastward from Colorado. He has been with the company three years and is familiar with the trade through correspondence.

PORTLAND WHOLESALE NURSERY CO.

306 S. E. 12th AVENUE Avery H. Steinmetz PORTLAND, OREGON

Quality Stock

CONIFERS AND BROAD-LEAVED
EVERGREENS
SHADE AND FLOWERING TREES
FRUIT TREE SEEDLINGS
FRUIT TREES
DECIDUOUS SHRUBS
VINES AND BULBS
PORTLAND ROSES

The supply of stock
will be limited in many
lines during the coming
season. Early inquiries
will receive our very
careful attention.

Write for our Catalog

A. MCGILL & SON

FAIRVIEW, OREGON

Wholesale Only

GOOD WESTERN-GROWN
NURSERY STOCK

Fruit Tree Seedlings
Flowering Ornamental Trees
Shade Trees

Grown right and packed right.
Combination carloads to Eastern
distributing points will save you
on freight.

OREGON-GROWN NURSERY STOCK

We have a complete line of shade and flowering trees, both whips and heavier branched stock.

Weeping and Upright Flowering
Cherries, Flowering Crabs,
Plums and Locusts, Norway,
Schwedler, and Wiers Maples,
Laburnum vossii—Oaks—Chinese
Elm—Mountain Ash—Birch—
Hawthorns.

DOTY & DOERNER, INC.

6691 S. W. Capitol Highway
PORTLAND 1, OREGON

NOTICE

Decreased production makes it impossible to book orders for new customers. For the duration the limited supply is reserved for our regular trade.

HOWARD ROSE CO.
Hemet, California

Pronouncing Dictionary

of Plant Names and Botanical Terms

64 pages, 3000 names, 25¢ per copy

AMERICAN NURSERYMAN

343 S. Dearborn St. Chicago, Ill.

MILTON NURSERY CO.

A. Miller & Sons, Incorporators

MILTON—Since 1878—OREGON

OUR SPECIALTIES

Birches—Flowering Cherries, Crabs and
Plums—Chinese Elm—Hawthorns—Elms—
Lindens—Flowering and Globe
Locusts—Columnar, Globe, Norway and
Schwedler Maples—Mountain Ash—Oregon
Grape—Oriental Plane—Willows.

SEND US YOUR WANT LIST
FOR QUOTATIONS

Combination Carloads to Eastern
distributing points at minimum freight
cost.

AS ALWAYS— OREGON'S BEST SOURCE of GOOD ROSES

Our limited crop is reserved for
our regular customers this year.

PETERSON & DERING, INC.

Wholesale Rose Growers
Scappoose, Oregon

PACIFIC COAST NURSERY

Specializing in fruit tree seedlings
since 1914. We also have Norway
and Schwedler Maple, Chinese Elm,
European White Birch, Cut-leaf
Weeping Birch, Paul's Scarlet Hawthorn
and Kwanzan Flowering
Cherry. All 2-yr.-old stock.

I hope to see you all at the Cincinnati Convention.

John Holmason, Prop.

2244 N. Skidmore Ct.
Portland 11, Oregon

SPRING REPORTS.

[Concluded from page 10.]

of Harrison Bros. Nurseries, Berlin, Md., reports a good increase in the number of orders and a big jump in dollar sales. As to the outlook, he states:

"Our supply of nursery stock in both fruits and ornamentals for next fall and for spring of 1945 is considerably less than normal. We have had an unusually wet spring, particularly in March and April. Our labor supply is much less than normal; consequently it is physically impossible for us to grow as large quantities of nursery stock as we normally did.

Sees Lower Supplies.

From upper New York state the following report is contributed by W. & T. Smith Co., Geneva, N. Y.:

"In the vicinity of Geneva, N. Y., the trade in fruit trees has been excellent, all varieties have been

cleaned up and, in fact, there has been a shortage. This shortage, however, may have been caused by the small quantity on hand rather than the large demand.

"The trade in ornamentals has been slow because of the lack of government, state and municipal orders and also because of the difficulties of truck transportation.

"There will be a small stock of all fruit trees, particularly peach, produced in this section, and almost no roses. The supply of ornamentals will be fair. The shortage of labor has reduced the plantings, and the inability to care for stock properly will probably reduce the supply of all kinds for several years."

Shade House Aids Sales.

Report from the Shepard Nurseries, Skaneateles, N. Y., is as follows:

"Our conditions have been the same as those noted in the columns of the June 1 issue of American Nurseryman.

"We managed to get in a fair amount of lining-out stock, and as we had planted heavily three and four years ago, our supply of medium-size, salable, cash-and-carry stock will be good. Our fall business will depend mainly on how much labor we can keep or get together. The orders are there for the taking, but we believe that prices should advance at least enough to cover increased costs of labor and supplies.

"Our greatest asset this spring in satisfying daily retail buyers was our shade house. This was kept filled with such stock as we could dig and label most easily in our odd moments, and in this way most customers could wait on themselves.

"Orders left unfilled from this spring will give us a good start for our fall season."

Retail Business Difficult.

Doing a retail business at Farmington, Mich., as Aldrich's Nurseries, Clarence Aldrich reports business the past spring as ten per cent less than the spring of 1943, but expenses about twenty per cent less. He writes:

"Labor was supplied by boys aged 15 to 19 and it was surprising how those boys worked. Few deliveries were made. Few shade trees were sold, because of digging costs. The season was extremely short, as we did little until April 15 and we put up the closed sign June 1, though selling some evergreens afterward."

CHARLIE CHESTNUT.

[Continued from page 11.]

also chickens and other things too numerous to mention."

"So far it reads like an auction bill, Emil, they always have a line at the bottom that reads too numerous to mention. Aint you going to tell about that leak in the roof next to the chimney and the crack in the firepot of the furnace or that loose plaster in the dining room?"

"Go on read the rest and cut out the nonsense, Charlie, read that part about the nursery, see how that sounds," says Emil.

"This property is 17 acres, located on the Lake Park road beautifully landscaped with all kinds of fancy trees and shrubs, vines, fruit trees, evergreens, rhubarb and asparagus."

"Aint you going to mention the arboretum, thats a big asset and dont forget that drainage ditch we dug across the nursery, you might pass that off for a trout stream," I says.

"Ideal for a subdivision. Here hand it back Charlie. I want to add that part on. Now comes the price. Im going to make it \$60,000 and then Ill come down to \$45,000 when it comes to a deal."

"Dont forget Emil you got to pay the real estate agent 5% that amounts to \$2,250. If you are going to sell it why dont you advertise it yourself, [Continued on page 24.]

MYROBALAN SEED

LOVELL PEACH PITS

Nation's Leading Source
Write today for quotations.



Send for New Seed List.

A. B. C.

"Supreme" Quality

SEEDS — PLANTS — BULBS
and
Growers' Accessories

AMERICAN BULB CO.

1335 W. Randolph St. CHICAGO 7
31 W. 27th St. NEW YORK 1

North Dakota and Montana Seeds

Northern-grown Tree, Shrub
and Wild Flower seeds.
Wholesale crude botanicals.

E. C. MORAN Stanford, Mont.

Are you working on **GOV'T PROJECTS** requiring **GRASS SEED**?

We are supplying many large projects. May we discuss specifications with you and make quotations?

F. H. WOODRUFF & SONS, Inc.
Milford, Conn., Toledo, Ohio

WANT ADS

Help and Situation Wanted
and For Sale advertisements.

Display: **\$2.50** per inch, each insertion.
Lines: **20¢** line; Minimum order **\$1.00**.

HELP WANTED—Manager for landscape, nursery and garden store. Business established 40 years; near Boston. Good future. Address No. 312, American Nurseryman, 343 S. Dearborn St., Chicago 4.

SITUATION WANTED—Permanent position by American, 45, married. 25 years' general nursery experience, specializing in sales and office management, but familiar with field practice. Good knowledge of plant material. 10 years with large eastern landscape concern. Will consider any type of opening which offers a future. Address No. 315, American Nurseryman, 343 S. Dearborn St., Chicago 4.

HELP WANTED

Perennial grower for modern perennial nursery doing mainly wholesale and retail mail-order business. Year-around employment. Salary and yearly bonus. An excellent opportunity for the right man now and after the war. In answering, give full particulars.

Address Box No. 313, American Nurseryman, 343 S. Dearborn St., Chicago 4.

FOR SALE

Nursery and farm, 105 acres—8 acres nursery, 75 acres farm land and balance in lakes, streams and forest. Two cottages, electricity, water, fireplaces; bungalow, imp.; farm and tenant houses; farm buildings. 90 miles to New York. 30 miles to Philadelphia. Price \$13,500, easy terms; will finance. Address H. E. WEST, R. D. 1, Bridge-ton, N. J.

CLASSIFIED ADS

Five lines, \$1.00,
each additional line, 20 cents,
per insertion.

Let these little liners move
your stock easily and cheaply.

EVERGREENS—Specimen

RHODODENDRON HYBRIDS			
12 to 15 ins.	\$1.50	2 1/2 to 3 ft.	\$4.00
15 to 18 ins.	1.75	3 to 4 ft.	5.00
1 1/2 to 2 ft.	2.50	4 to 5 ft.	7.50
2 to 2 1/2 ft.	3.00	5 to 6 ft.	12.50

BACTELE NURSERY

Huntington Station, L. I., N. Y.

EVERGREENS—Lining-out

EVERGREENS, own-rooted stock, once transplanted, 4 to 6 ins., heavily rooted.

Biota, nana compacta, H.H.'s Pyramidal, Juniperus, chinensis columnaris, communis ashfordi, Andorra, hibernica, japonica, pfitzeriana, sabina.

Arborvitae, occidentalis, globosa, vernaecana. Retinospora, plumosa, plumosa aurea, squarrosa.

Selected: \$8.00 per 100; \$75.00 per 1000. Medium: \$6.00 per 100; \$55.00 per 1000.

Cash, please.

KANAWHA GARDENS, Dunbar, W. Va.

MAGNOLIA GLAUCA (Sweet Bay)

Best liners, heavy, quality stock. 12 to 18 ins., \$5.00 per 100; 2 to 3 ft., \$10.00 per 100; 3 to 4 ft., \$15.00 per 100.

MRS. CHARLIE ROBINSON, Greenville, Ga.

BUXUS JAPONICA

2 1/2 in. pots, \$9.00 per 100.

Write for list of other liners.

TROPICAL GROVES NURSERY

Rt. 10, Box 525, Phoenix, Ariz.

HARDY PLANTS

IRIS SPECIAL THIS MONTH
TO MAKE YOU ACQUAINTED WITH THE
LARGEST AND FINEST IRIS

GROWN ANYWHERE.

10 each of 10 varieties—\$9.75

as listed below:

Fine Color Assortment

HAPPY DAYS—Largest and finest yellow.

VENUS DE MILO—Snowy-white iris perfection.

DAUNTLESS—Dykes Medal, superb red.

GUDRUN—Largest and finest white.

ETHELWYN DUBUAT—Huge pink tone.

DEPUTY NOBLOT—Dykes Medal, rich blend.

ALICE HARDING—Dykes Medal, deep yellow.

M. A. PORTEL—Rich Persian rug colors.

CLARA NOYES—Tallman rose colors.

VALOR—Unsurpassed blue-violet.

YOU CAN'T GO WRONG WITH THIS GROUP.

Cash with order please.

Catalogue illustrating 100 varieties in color

with each order.

ROBERT WAYMAN, Box A.N., Bayside, L.I., N.Y.

HARDY CHRYSANTHEMUM CATALOGUE.

Mention the American Nurseryman.

WONDERLAND NURSERIES

Ellerson, Va.

Rainbow Iris collection, very lovely varieties:

1 each of 25 kinds, \$3.00; 1 each of 50 kinds, \$5.00;

1 each of 100 kinds \$7.50; labeled.

Smith Gardens, Clarkston, Wash.

SWEET-SCENTED BLUE VIOLETS. Large, bud-

d plants, \$3.00 per 100, \$25.00 per 1000.

MRS. CHARLIE ROBINSON, Greenville, Ga.

Peonies: Tree and Herbaceous, best varieties.

Oberlin Peony Gardens, Sinking Spring, Pa.

SHRUBS and TREES

LILACS

Our collection contains 90 per cent of the list published by the Association of Botanical Gardens as "the very finest."

1-yr.-old\$0.25

1 1/2 to 2 ft.60

2 to 3 ft.75

3 to 4 ft. 1.25

4 to 5 ft. 2.00

(Bushy plants.)

BAGATELE NURSERY,

Huntington Station, L. I., N. Y.

HONEY-SUCKLE

LONICERA HALIANA JAPONICA (Hall's Honey-suckle). Strong No. 1, 2-yr. field-grown; 3 to 4 leads, 18 to 20 ins. Carefully graded, selected plants, \$4.00 per 100; \$30.00 per 1000.

Lighter plants, \$20.00 per 1000. Immediate shipment.

MRS. CHARLIE ROBINSON, Greenville, Ga.

DOGWOOD

Cornus Florida. Quality, heavy stock. 2 to 3

ft., \$10.00 per 100; 3 to 4 ft., \$15.00 per 100.

MRS. CHARLIE ROBINSON, Greenville, Ga.

PEACH TREES, all leading varieties, budded to order for fall delivery. Row run, \$9.00 per 100, \$80.00 per 1000. Plum and apricot, 2c per tree higher. Rush your order. We are now budding.

Peach seeds, 1944 crop, for planting purposes, \$2.50 per bu. Chinese Arborvitae seeds now ready, \$2.50 per lb. Send half cash with order. Balance to be paid on delivery.

RIVERDALE NURSERIES, Riverdale, Ga.

AZALEAS

For June delivery. Hardy, heavy, pink and white (native). Quality stock; 2 to 3 ft., \$10.00 per 100; 3 to 4 ft., \$15.00 per 100.

MRS. CHARLIE ROBINSON, Greenville, Ga.

PACHYSANDRA

From 2 1/2-in. pots.

\$60.00 per 1000.

NICK'S NURSERY, Anchorage, Ky.

WANTED

SURPLUS NURSERY STOCK

For our sale grounds next spring. Novelties, Japanese Red Maple, 2 to 4 ft., 3 or 5-in-1 fruit trees, trellises, bird baths, urns, etc., No. 1 Hybrid Tea Roses.

ARNOLD NURSERY

E.U.S. 12, Jackson, Mich.

DECORATIVES

SPRAYS

Gardenia, Red Cedar heavy with white berries, Pine with new 1944 shiny cones, Sweet Gum with new burs, China-berry, Mullein and Sweet Bay leaves. Liberal sample box of all for \$5.00.

MRS. CHARLIE ROBINSON, Greenville, Ga.

Surplus Stock

can be easily and quickly turned into

Cash

listing it in the

American Nurseryman Classified Ads.

SUPPLIES

BAIT BETTER PLANT BANDS.

We are all sold out of our regular Bait Better (Spruce veneer) Bands but are now in a position to ship immediately any quantity of following sizes in regular fiber bands. (See inside cover spring catalogue). Also, the new type small flats (Tom Thumb) for selling small plants. No. 1 size holds 1 doz. 1 1/2-in. bands; No. 2 holds 1 doz. 2-in. bands. (Shipped flat—quickly made up.)

IF YOU'RE IN A HURRY, WIRE US
YOUR ORDER COLLECT AND WE CAN
SHIP EXPRESS IMMEDIATELY.

FIBER BANDS.

	Per 1000
1 1/2 x 1 1/2 x 2 1/2	\$3.15
2 x 2 x 3	3.50
2 1/2 x 2 1/2 x 3	3.75
3 x 3 x 3	4.45
3 x 3 x 4	5.25

(Packed in 1000 cartons only;

cannot break packages.)

TOM THUMB FLATS.

No. 1 size Per 1000 500
(for 1 doz. 1 1/2-in. bands) \$21.00 \$11.50

No. 2 size

(for 1 doz. 2-in. bands) .. 27.50 13.75

These are packed in bundles of 100.

All above prices are f.o.b. West Chicago.

Specify shipping instructions, whether

FREIGHT OR EXPRESS.

GEO. J. BALL, INC.

Box N

West Chicago, Ill.

MEL-LO PEAT.

A pure Sedge Peat, weedless, no inert matter; contains 2 to 2 1/2 per cent nitrogen, .98 per cent humus; acidity, 5.3 to 5.8. Excellent for seed flats, repotting, vegetable and flower gardens, lawns and shrubs. Place your order early.

2-bu. bags Per bag, F.O.B.

1 to 10\$1.25

11 to 50 1.10

51 to 100 1.00

101 to 20090

Mel-lo Peat in bulk. Write for delivered prices. No. C.O.D. Check with orders. Used by the grower, greenhouse, homeowner and golf course since 1935.

MEL-LO PEAT CO., Elmira, O.

GIBALTAR Frost Covers pay for themselves. Most economical, long lasting, also ideal for wind-breaks. 6 ft. wide, price 50 ft., \$13.75; 100 ft., \$26.00; 150 ft., \$39.00. NEW AMSTERDAM CO., 122 Chambers St., New York 7, N. Y.

COTTONETTE Squares are best for balling. Saves time and twine. All sizes in stock. Write for prices. NEW AMSTERDAM CO., 122 Chambers St., New York 7, N. Y.

BAMBOO CANE STAKES

DYED GREEN—pencil thickness

	Contents	Price
	Per bale	Per bale
***1 1/2 ft.	2000	\$ 7.50
***2 ft.	2000	10.00
***2 1/2 ft.	2000	12.50
***3 ft.	2000	15.00
***4 ft.	2000	20.00

NATURAL COLOR—Medium Heavy

	Contents	Price
	Per bale	Per bale
***2 ft.	1000	\$ 9.25
***2 1/2 ft.	1000	11.50
***3 ft.	1000	13.50
***4 ft.	1000	17.00
***5 ft.	500	11.50
***6 ft.	500	13.50

NATURAL COLOR—Extra Heavy

	Contents	Price
	Per bale	Per bale
***4 ft.	500	\$11.00
***5 ft.	250	9.00
***6 ft.	200	8.50
***7 ft.	150	10.00
***8 ft.	100	8.00

F.O.B. New York and Chicago. Bale lots only.

* These sizes available for prompt shipment from New York.

** These sizes available for prompt shipment from Chicago.

*** These sizes available for prompt shipment from both New York and Chicago.

Other sizes available from arrivals expected in New York and Chicago in June.

Quantity discounts: 10 bales up, less 5%.

25 bales up, less 7 1/2 %.

McHUTCHISON & CO.

95 Chambers St. New York 7, N. Y.

FOR A DOLLAR

you can offer that surplus
in a classified ad of 5 lines on
this page—quickly and easily
turning stock into cash.

AT ONLY 20c PER LINE

you can keep a list of spe-
cialty items before trade buy-
ers through the selling season
at small cost.

Where else will you find so
convenient and cheap a sales
medium? This is the time to
make use of it, when you
want cash to pay expenses,
taxes, etc.! Don't let stock
grow to unsalable size, when
there's a way to move it now.

Send your copy (count 6
average words to line) for
the next issue to reach us
by June 23.

AMERICAN NURSERYMAN

343 S. Dearborn St.

CHICAGO 4, ILL.

you can run a lot of ads and it wont cost anything like that figure," I says.

Is that what they get, 5%? I wont pay it, thats half of what I paid for the place in the first place. Thats a good idea Charlie, I'll sell it myself. I'll advertise it first in the Lake Park Gazette in the Friday night issue. I'll make it a blind ad. I wont say who it is that is advertising."

"There aint any use to do that Emil, anybody could catch on from the description where it is at so you might as well come right out with it in the first place," I says.

Thats how it finally was left. The following Friday the ad went into the paper with all the description but he left the price out thinking no doubt that he might be able to get more than that according to how places was selling lately.

"What about the orders we got sold for spring, Emil, aint you going to fill the spring orders or nothing?" I says.

"Im going to have that in the agreement. I got a right to fill my orders out of the stuff on the place, then they can have whatever is left. What I got in mind is to move all the good stuff out to the new nursery and they can have all the big stuff and the junk for all I care. Most people dont know nothing about nurseries, so I wont have no trouble getting that idea into the contract," Emil says.

He was unprepared for the rush of callers that turned up in answer to that ad next morning. The first one was there when I come to work. He was talking to Emil

"If you'll be so kindly, plizz adviseink me how much iss it these house Mister?" the man asked.

"Izzy, fah cryink out loud look at the old shanty, fallink down already," his wife horned in.

"Mamma, it would be advisable first we ask howze it gonna be for costing, shut up, mama."

"My asking price is \$60,000," says Emil, "including everything."

"For everythink, \$6,000? It iss too much, I'll gife you \$3,500 cash."

"Sixty thousand, I said, not six thousand dollars. Do you think I am crazy?" says Emil.

"Sixty thousand I am paying for only one house? And before I make de wictory gardens, first I got to chop the woods out? No, no. Come mama."

That was the end of the first interview. It left Emil a little confused and disgusted, but before I could get his comments, in came a car full of people, the mother and father and six kids all piled out of the car and started running wild all over the

PLANT PICTURES IN COLOR

Books especially valuable for color illustrations

ROSES OF THE WORLD IN COLOR. By J. Horace McFarland.

Accurate color representations of old and new varieties and a source of cultural data accumulated over a period of over 40 years. Comments on about 500 of the roses best suited to American gardens. Varieties are listed alphabetically, giving originator and distributor and year of introduction.....\$3.75

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Contains 275 color pictures and numerous half-tones, with brief text describing each plant and giving essential cultural information. The color records aid in planning harmonious color combinations in the garden. 296 pages.....\$1.98

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Pictures 350 flowers in full color. Accurately colored pictures of every important garden plant, in some cases covering several varieties of the same flower. Text tells briefly what each plant is and gives cultural directions. 320 pages.....\$1.98

HILL'S BOOK OF EVERGREENS. By L. L. Kumlien.

Fifty chapters, covering uses, description, propagation, historical and cultural information pertaining to evergreens; also, detailed information on pruning. 320 pages and 360 illustrations, 45 in full color\$3.50

AMERICAN NURSERYMAN

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place. The four boys and two girls was like a flock of wild horses, they dashed into the barn and the first thing I knew one was hollering out of the top of the cupola of the barn and one was throwing pebbles at the greenhouse.

The old folks got right down to business. "We are on the lookout for some old rundown place in the country that we can fix up. I do odd jobs myself and I could fix up a place like this so it would be fairly respectable just in my spare time. First I would rip off that old porch and

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tear off that old wood shed on the back and—"

Emil tried a different approach to this one. "How much are you prepared to pay?" he asked.

"When I get my bonus from the factory in April, I will have \$300, probably I could raise \$500 for the down payment, then I could pay \$20 a month. Does all this waste land go with it clear back to the railroad? I wouldn't have much use for that but I might get me a flock of sheep to keep the brush down. Too bad there is so much of that brush scattered over the place, it would take a lot of work to get it in shape for anything. What are you asking for the place, Mr.?"

"There's a party got a option on the place, so I aint in position to quote no price," says Emil. "Besides I got to have all cash."

At the sound of "all cash" they started gathering their brood together and Emil was glad to see the last of that outfit going out the drive.

By noon on Saturday there had been a steady stream of people of all description milling all over the place. The only firm offer Emil got was \$5,000 cash which would give him \$1,000 less than the price of the mortgage, which would leave him out in the street with no nursery and out of business. Emil couldn't understand it, his ideas of value had been deflated, and I think he was already wishing he hadn't wasted the price of advertising and blown in the \$25 he spent on that option.

The crowning blow was a visit from Jake along the middle of the afternoon. Jake runs the F and M nursery here in Riverbend and is hardly on speaking terms with Emil. He came at a lull in the procession and busted right into the office.

"I always said that sooner or later you would have to give up, Emil," he started, "I thought if you was closing out maybe I could make a deal for some of your stuff. You know people aint going to pay much for old nursery stock when they are just buying a place to live in. I was thinking I might be able to use that block of 2 yr. honeysuckle there behind the barn. If that dont go in the deal, what will you take for it if I'll dig it myself?"

Fortunately just then there was a phone call, otherwise there would have been blood shed. It was from the bank, as I could make out of the conversation right away. "Dont make no deal on that property Emil until our lawyer checks into it. We dont want to carry the paper anymore on that place so when you sell we

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want our money, in fact the directors asked me the other day if you couldn't pay off a thousand or two, you ain't paid anything on that mortgage now for over five years."

"Whats the matter with that old motheaten board of directors?" says Emil. "I could sell this place at the drop of the hat for five times the amount of that old mortgage. In fact I could get it refinanced for half of what I'm paying you. You tell them if they make anymore cracks like that at me I'll take up the loan in full. Yes, I'm sore, not only that I'm — no, Mr. Morse, I won't do anything for the present, you can have the mortgage for a while yet. Good-bye."

"Have you closed a deal yet Emil?" asked Jake. "Sure will seem funny not to be figuring my prices down to bed rock whenever a job turns up."

That was just too much for Emil. "This place aint for sale, Jake. And if you think I've been tough competition in times past, you ain't seen nothing yet, from now on things really are going to happen here in this town."

"You mean you ain't selling out Emil? Everybody in town has been talking about it all day."

"No, Jake, when I think of the many old customers who depend on me year after year, I just ain't got the heart to let them down," Emil says.

One day in April when we were in the midst of getting out orders, we had a caller. He wanted to buy Emils option on those 32 acres east of town. Emil had about forgotten all about it until this gent arrived.

"I'm looking for a piece of ground for a cemetery," he says. "I understand you have an option on part of the land I am interested in."

"Yes, I have," says Emil, "I aim to start a nursery on that ground just as soon as the war is over, but if I can turn it for a profit I might consider a deal."

"I've been talking with the owner, but he is asking me \$400 an acre. I hear you have an option for \$300. If you will handle the deal for me I'll split the difference with you and pay you a profit of \$1,600 or \$50 an acre."

Probably when the members get to the convention this summer there will be a rumor around of how Emil cleaned up in real estate. So just to save a lot of useless time listening to Emils inflated version of his brilliant exploits, I am sneaking in ahead of him with the real low down on how to get ahead in the real estate business.

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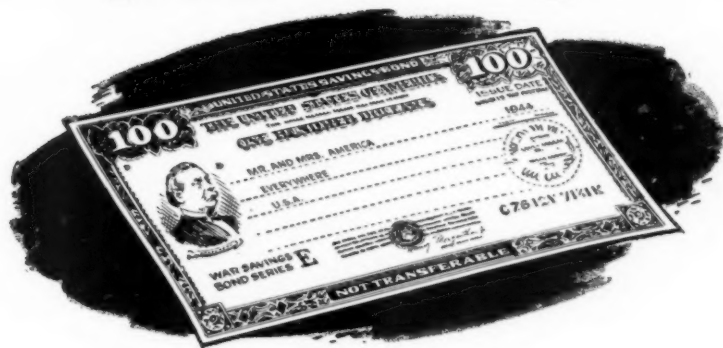
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SOMETHING TO THINK ABOUT



The nursery business is a slow-moving type of operation. Conditions develop in the nursery business which are not always immediately apparent. We are accustomed to make up our prices and let them ride during the year.

Conditions which we now face in the cost of doing business require a careful analysis of prices. Our labor costs between 1940 and 1944 increased 81.5 per cent. Major supplies, such as burlap, oil for the greenhouse, lumber, paper, twine, etc., during the same period, increased 123.5 per cent. As these two divisions of expense constitute 57.6 per cent of our cost of doing business, it can readily be seen that there is trouble ahead unless the price of nursery stock is advanced. In our own experience, our prices have advanced less than 10 per cent in this same period, on the average.

Therefore, we wish to bring to the attention both of our customers and other growers these important matters with the suggestion that prices for the coming year be advanced more in keeping with the cost of doing business.

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